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(54) Title: AUTOMATED SYSTEM AND PROCESS FOR ACQUISITION OF GOODS AND SERVICES THROUGH CATEGORIZED SOLICITATIONS AND RESTRICTED PROPOSAL RESPONSES

(57) Abstract: An automated system and process are provided for acquisition of goods and services through categorized solicitations and restricted proposal responses over a general purpose computer network such as the Internet. The system includes a catalog database, a solicited electronic quotations (SEQ) application and database, and an Interactive Past Performance Reporting (IPPR) application and database. The method comprises the steps of: permitting a first entity to access a solicited electronic quotation application and database with a password; uploading a solicitation from the first entity to the solicited electronic quotation application and database; providing the first entity with access to a past performance database, the past performance database including information regarding past performance characteristics of each of a plurality of participating entities, to assist in selection of a limited group of participating entities from among the plurality of participating entities; allowing the first entity to specify a set of parameters of performance characteristics in order to select the limited group of participating entities from the plurality of participating entities to receive a solicitation; notifying the selected limited group of participating entities of the solicitation; allowing the selected limited group of participating entities to access the solicited electronic quotation application; and receiving and forwarding responses to the solicitation received from the selected limited group of participating entities to the first entity.

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**AUTOMATED SYSTEM AND PROCESS FOR ACQUISITION  
OF GOODS AND SERVICES THROUGH CATEGORIZED SOLICITATIONS  
AND RESTRICTED PROPOSAL RESPONSES**

5

**BACKGROUND OF THE INVENTION**

Information technology now allows prospective customers to review information about available products and/or services and procure them from suppliers on a real-time, cost-effective and more competitive basis than  
10 traditional paper and telephone-based acquisition processes. The sale and purchase of products and services via automated processes utilizing information technologies is sometimes referred to as "electronic commerce."

Over recent years, many merchants/service providers seeking to take advantage of the potential efficiencies of electronic commerce now sell their  
15 products and/or services over the Internet in an effort to capitalize on the increased prospective buyer access that the Internet provides. Many such merchants/service providers provide a listing or catalog of their available products and services and additional information about such products and/or services such as price, model number, color, etc. on a World Wide Web site  
20 for easy access for prospective customers. Prospective customers can use this information to make informed decisions about whether to purchase the products and/or services being offered via the web site.

Notwithstanding this rush to the Internet by the business community, commercial use of the Internet has not met the anticipated potential for a  
25 number of reasons. Often, it is comfortable for consumers to select a known merchant/service provider in the community, rather than to take a chance on an entity found on the Internet with a lesser established reputation or where there is insufficient information concerning a merchant's/service provider's past performance history. Some additional reasons include the perceived  
30 lack of security and the lack of user-friendly transaction methods, many of which are not as efficient as desired.

Because of security concerns, prior electronic procurement systems have been limited to a prospective customer accessing a single merchant/service provider web site at a time to ensure the integrity of a secure purchase session. The necessity of completing independent purchase transactions with a plurality of merchants/service providers, particularly where items desired by a prospective customer are subject to comparative selection, presents a significant barrier to the prospective customer's ability to conveniently and efficiently select and purchase products and/or services online.

Another problem encountered with electronic procurement systems has been the inability to develop a system which enables all users of the system, customers and merchants and others, to access and use the procurement system without the need to purchase additional hardware and/or software for compatibility requirements with the procurement system. Many prospective users of such procurement systems have already made substantial investments in their computer systems. Different prospective users' computer systems frequently use different operating systems and different data formats and, thus, prospective users of an electronic procurement system may experience compatibility problems which hamper their use of such procurement systems.

Yet another deficiency inherent in prior electronic product/service procurement systems is the inability of the parties to a transaction to negotiate the terms and conditions of a particular transaction on a real-time basis online. The prior systems required the customer to either agree to standard predetermined terms and conditions of a merchant for purchase of the merchant's products/services or refrain from making the desired purchase.

Accordingly, there exists a need for an automated system and process for acquisition of goods and services through categorized solicitations and restricted proposal responses which provides sufficient performance and

other information about participating merchants/service providers, which is user-friendly, efficient and which provides for secure transaction processing. Additionally, the need exists for such system to allow customers to perform comparison shopping among products or services being offered by multiple different merchants/service providers for procurement of a desired product or service from among those compared which best fulfills the customer's needs. Furthermore, there is a need for such a system to be designed such that there is no requirement that a user of such system make a significant investment in additional hardware or software in order to use such procurement system. Moreover, there is a need for an automated procurement system to allow parties to a particular transaction to negotiate the terms and conditions for such a transaction on a real-time basis online.

#### **SUMMARY OF THE INVENTION**

It is, accordingly, an object of the present invention to provide an automated system and process for acquisition of goods and services through categorized solicitations and restricted proposal responses which is easy to use, which enables customers to procure needed products and services in an efficient and cost-effective manner and which provides for secure transaction processing.

It is an additional object of the present invention to provide a real-time system and method for processing automated solicitations and providing responses based upon the parties' prior negotiation and acceptance of a standard set of terms and conditions, wherein the negotiated terms and conditions become components of a unique identifier.

It is an additional object of the present invention to provide an automated system for categorized solicitations and restricted proposal responses which allows a customer to perform comparison shopping among products or services being offered by multiple merchants/service providers before purchasing a desired product or service from among those compared which best fulfills the customer's needs.

It is a further object of the present invention to provide an automated system and process for acquisition of goods and services through categorized solicitations and restricted proposal responses which does not require that a user of such system and method purchase additional hardware or software in order to make use of such system and method.

Yet another object of the present invention is to provide an automated system for acquisition of goods and services through categorized solicitations and restricted proposal responses which enables parties to a particular transaction to negotiate the terms and conditions for such transaction online on a real-time basis.

Additional objects and advantages of the invention will be set forth in the description which follows or may be learned by practice of the invention.

To achieve the foregoing objects, and in accordance with the purposes of the invention as embodied and broadly described herein, there is provided an automated system for acquisition of goods and services through categorized solicitations and restricted proposal responses over a general purpose computer network. The system comprises host server means connected to said general purpose computer network for transmitting information to and receiving information from a plurality of participating entities. A database server means, connected to said host server means, transmits information to and receives information from said host server means. The database server means comprises a past performance database for storing information regarding performance characteristics of participating entities and a catalog database for storing product and services information of participating entities. The database server means also comprises a solicited electronic quotations application and database for facilitating entry of a request for products and services. The solicited electronic quotations application and database comprises a search engine for collecting information from the past performance database and the catalog database upon receipt of a solicitation; and matching means for comparing performance

characteristics stored in the past performance database of each of a plurality of participating entities responding to another participating entity's solicitation for products and/or services to predetermined performance characteristics established by the another participating entity in the solicitation.

- 5           In another aspect of the invention, a method for selectively prompting proposals in response to a solicitation is provided. The method comprises the steps of: a) creating an identifier for each one of a plurality of participating entities, the identifier comprising multiple components; b) storing the multiple components of the identifier for each one of the plurality of participating  
10 entities in a past performance database and a catalog database;  
c) uploading a solicitation from a first entity to a solicited electronic quotation application and database, said solicitation including an identifier for selection;  
d) comparing the identifiers stored in the past performance database for each one of the plurality of entities to the identifier of the first entity included in the  
15 solicitation; e) selecting a limited group of entities having identifiers that match with the identifier of the first entity included in the solicitation; and f) providing the first entity with the selected limited group of entities and their identifiers.

- In yet another aspect of the invention, a method is provided for selectively prompting proposals in response to a solicitation. The method  
20 comprises the steps of: a) permitting a first entity to access a solicited electronic quotation application and database with a password; b) uploading a solicitation from the first entity to the solicited electronic quotation application and database; c) providing the first entity with access to a past performance database, said past performance database including information regarding  
25 past performance characteristics of each of a plurality of participating entities, to assist in selection of a limited group of participating entities from among the plurality of participating entities; d) allowing the first entity to specify a set of parameters of performance characteristics in order to select said limited group of participating entities from the plurality of participating entities to  
30 receive a solicitation; e) notifying the selected limited group of participating entities of the solicitation; f) allowing the selected limited group of participating

entities to access the solicited electronic quotation application and database;  
and g) receiving and forwarding responses to the solicitation received from  
the selected limited group of participating entities to the first entity.

### **BRIEF DESCRIPTION OF THE DRAWINGS**

5           FIG. 1A is a block diagram illustrating a general configuration of the  
system of the invention;

FIG. 1B is a block diagram illustrating a preferred embodiment of the  
system in which prime-contractors solicit responsive bids, proposals, or  
information from subcontractors;

10           FIG. 2A is a block diagram illustrating a catalog database of the  
embodiment of FIG. 1B;

FIG. 2B is a block diagram illustrating a Solicited Electronic Quotation  
(SEQ) application and database in a first preferred embodiment of the  
invention;

15           FIG. 2C is a block diagram illustrating an Interactive Past Performance  
Reporting (IPPR) application and database of the first preferred embodiment  
of the invention;

FIG. 3A is a block diagram illustrating an SEQ application and  
database of a second preferred embodiment of the invention;

20           FIG. 3B is a block diagram illustrating an IPPR application and  
database of a second preferred embodiment of the invention;

FIG. 4A is a flow chart illustrating the steps involved in a first preferred  
embodiment of a method for selectively prompting proposals in response to a  
solicitation;

FIGS. 5A-5F are flow charts illustrating the steps involved in a second preferred embodiment of the method for selectively prompting proposals in response to a solicitation; and

FIGS. 6-44 are exemplary screen displays shown when the user  
5 accesses the catalog database in the embodiment of FIG. 1A.

### **DETAILED DESCRIPTION OF THE PREFERRED EMBODIMENT**

Reference will now be made in detail to the present preferred embodiment of the invention, examples of which are illustrated in the accompanying drawings in which like reference characters refer to  
10 corresponding elements.

FIG. 1A illustrates a system for acquisition of goods and services through categorized solicitations and restricted proposal responses. FIG. 1A also illustrates an automated system for the selection and procurement of products and services by one of a plurality of customers from one or more of  
15 a plurality of merchants/service providers over a general purpose computer network in accordance with the present invention.

As shown in FIG. 1A, the system 100 makes use of a client/server system architecture to conduct transfer protocol connections between client and host server computer systems. System 100 is designed for use by a  
20 plurality of classes of potential users including a plurality of potential and actual customers 10, a plurality of merchants/service providers 20, a plurality of manufacturers 30, and a plurality of distributors 40. The general purpose computer network 5 may be the Internet or another suitable general purpose computer network.

25 In order for the system 100 to support many hundreds of prospective users while maintaining a balance on the load on the system 100, system 100 includes a scaleable system architecture 55 comprised of a plurality of clustered multi-server groups and multi-path network layer systems, such as



distributed IBM Netfinity 7000 multi-process (network and database) servers. The IBM Netfinity 7000 servers are designed to support approximately 20,000 hits (or unencrypted page queries) per hour and 2000 secure socket layer (SSL) encrypted hits per hour. The system 100 networking infrastructure uses

5 Wide Area Network (WAN) Access switches, such as the cell/packet switches offered by 3Com and CoreBuilder or other similar switches that have the capability to support voice, data and video transmission in encrypted and unencrypted formats.

System 100 further includes system management and maintenance

10 facilities 95. The facilities 95 include network and application monitoring systems and support staff. The functions of facilities 95 include, for example, virus detection, eradication, removal and/or quarantine to filter all input to and output from system 100 to prevent viruses from infecting system 100.

The plurality of potential users may each gain access to the system

15 100 via a computer having a connection to the Internet 5 through an Internet access provider and by using a traditional Internet browser application such as Netscape's Navigator™ or Microsoft's Internet Explorer™ that supports the hypertext transfer protocol (HTTP). In order to gain access to system 100, a user merely inputs the Universal Resource Locator (URL) address for the

20 system 100 web site through the Internet 5 to a host server of system 100. The system 100 makes use of various security features 50 such as Virtual Private Networks (VPNs) among the user base, various firewalls to prevent unauthorized access and Internet-based security protocols such as secure socket layers (SSL). The security features 50 require that a user clear

25 various levels of logins and passwords prior to gaining access to the system 100.

System 100 further includes a virtual mall 60 with a storefront for each of a plurality of merchants/service providers 20. The automated method used in the present invention begins with the transmission of information about a

30 plurality of products and/or services offered for sale by each one of the

plurality of merchants/service providers 20 via a merchant server to a database server over the Internet 5. The database server 65 includes a product/service catalog database 70 for storing product/service catalog information transmitted by each of the plurality of merchants/service providers 20 concerning various products and/or services being offered for sale by each of the merchants/service providers 20. Each merchant/service provider 20 may upload its own product/service catalog to the database server. In this manner, each individual merchant/service provider 20 need not maintain its own product/service database on its own client server system, thereby freeing up much needed memory and bandwidth on the merchant's/service provider's server for other applications. Once the product/service catalog database 70 is initially populated, each individual merchant/service provider 20 need only send periodic updates to the system 100 database server. Each individual merchant/service provider 20 may be relieved from the time and resources it would otherwise utilize to maintain its own product/service catalog database.

The system 100 product/service catalog database 70 can be maintained and powered by use of the IBM Net.Commerce Pro application, or similar database engine which can support at least 150 separate merchant/service provider 20 storefronts. The system 100 product/service catalog database 70 is compatible with the UNIX, IBM OS/390, IBM OS/400 and Windows NT mainframe operating systems.

Once each merchant/service provider 20 transmits its own product/service catalog (a merchant/service provider 20 subcatalog) information to the system 100 database server, the system 100 administrator configures the merchant/service provider 20 subcatalog for input into the unitary product/service catalog database 70. The transmitted information for the plurality of products/services for each of the plurality of merchants/service providers 20 is organized in a hierarchical categorization in the catalog database 70 based upon a predefined set of categories such that the transmitted information for the plurality of products/services is organized in the catalog database 70 in a similar manner for each of the plurality of

merchants/service providers 20. To do this, the catalog database 70 makes use of a fixed taxonomy structure. Each storefront preferably has the same hierarchical configuration or categorization. The structure of catalog database 70 is exemplified in the screen displays shown in FIGS. 6-41.

5           FIG. 6 illustrates the screen display for the home page of mall 60, which allows a customer 10 to perform product/service searches by inputting a search query by category, department, or manufacturer or supplier name. FIG. 7 illustrates an example responsive page display if the customer 10 selects to search by manufacturer. FIGS. 8-12 show a series of web pages  
10           showing all products/services manufactured/supplied by manufacturers/suppliers with names beginning with a "C" that are available for purchase in mall 60 regardless of the merchant/service provider 20 offering such products/services. Web pages such as those shown in FIGS. 13-19 are served to customer 10 setting forth all products across all merchant/service  
15           provider storefronts and through all transmitted product/service information stored in the catalog database 70 for the plurality of products/services offered by the plurality of merchants/service providers 20 that are either COMPAQ WORKSTATIONS or are designed for use with COMPAQ WORKSTATIONS, such as mice, adaptors, floor stands, etc. FIG. 20 illustrates the use of a  
20           customer shopping cart. FIGS. 21-27 show the web pages served when a customer performs a search by Product category instead of manufacturer. FIG. 28 illustrates the power search capability using multiple filters instead of searching a single parameter. FIGS. 29-35 illustrate the application of a power search for all COMPAQ WORKSTATION products in all categories in  
25           subcategories. FIGS. 36-38 illustrate the capability of searching for comparable products within 25% of the price of a particular product. FIGS 39 and 40 illustrate an inventory status search for a particular product. FIG. 41 illustrates a search for services rather than products. FIGS. 42-44 illustrate processing of a purchase order.

30           Also, as shown in FIG. 1A, system 100 may also be configured in a manner such that the catalog database 70 and virtual mall 60 interface and

interconnect to an accounting application 86, such as the one offered by Deltek, or other similar accounting application. In this manner, system 100 may be used by a merchant/service provider 20 or a customer 10 to perform all of such merchant/service provider 20's or customer 10's back-office accounting necessary to support merchant/service provider 20's or customer 10's business operations. Data relating to sales made by such merchant/service provider 20 via its storefront on the system 100 mall 60 may be transmitted directly to the accounting application 86. Accounting application 86 may then be used by merchant/service provider 20 to generate invoices, track receipts and payables and for other traditional accounting functions. In a similar manner, customer 10 may outsource its accounting functions to system 100 and accounting application 86. Merchant/service provider 20 and customer 10 may then realize cost savings due to this outsourcing of their accounting functions.

System 100 also includes interfaces to other applications needed by the users. For example, system 100 includes an extensible markup language (XML) application or an electronic data interchange (EDI) application 87. Such applications may be desired for use by the users of system 100 in order to convert Purchase Order data which is transmitted in HTML format into another format such as EDI which may be in use in-house in a user's own computers. Once the HTML-formatted Purchase Order data is converted to the format which is compatible to the user's in-house data format, it may be transmitted directly into the user's in-house computer system for further use. Users may realize cost savings from such an application because it can save time and resources which may otherwise be required to re-key data from an HTML-formatted Purchase Order into the data format required for use by the user's in-house computer system.

System 100 further includes a video teleconferencing application 88 for use by the users of system 100 for engaging in interactive real-time communication, and an online help facility 89 with a Frequently Asked Questions (FAQ) section to assist users with answers to questions concerning

the use of system 100 and describing the features of system 100, an email link to an administrator for system 100 whereby users may submit email queries for response by the system 100 administrator if the user's queries are not answered in the FAQ section, for example. System 100 may also include  
5 an online teleconferencing system such as the system marketed by Videogate, or another similar system. The system also includes an electronic white board application 90 wherein the parties participating in the online teleconference may make use of the white board to illustrate matters being discussed in such teleconference. System 100 further includes an off-site  
10 archival storage facility which replicates data stored in databases and other features of system 100 in the event disaster recovery is necessary. System 100 may also include other similar maintenance and support facilities.

As shown in FIG. 1A, System 100 also includes a web-based Interactive Past Performance Reporting (IPPR) application and database 75  
15 wherein the users of system 100 may rate their trading partners' performance in the execution of particular tasks (i.e., customers 10 may rate the performance of merchants/service providers 20 and vice versa). System 100 allows this information to be submitted online by a user via a standard HTML format text editor. Each authorized user of system 100 may access the IPPR  
20 application 75 by inputting a password. The IPPR database 75 includes a series of standardized performance report forms in HTML format and, once a user is granted access to the IPPR database 75, the user may download a particular form specific to the performance function being rated. The user then inputs the requested information into the form and submits it to the IPPR  
25 database 75 via transmission over the Internet 5 to the host server of system 100 which then routes the submitted form to the IPPR database 75 for storage therein. In this manner, if the same user later accesses the IPPR database 75 and seeks information about a particular trading partner and the user's past experiences with such trading partner, the user may retrieve that  
30 information. Additionally, other users of system 100 may grant the user authority to access the other users' submitted forms stored in the IPPR

database 75 regarding such trading partner. The user may also submit updates and modifications to past submitted forms to the IPPR database 75 if the performance of the rated trading partner changes over time.

5 A Solicited Electronic Quotations (SEQ) application and database 80 is also provided. Generally speaking, a customer 10 may solicit quotations for the supply of a desired product/service electronically over the system 100 seeking responses from each of a plurality of interested merchants/service providers 20 that desires to respond to the electronic solicitation. This SEQ feature may be accomplished through use of a typical Electronic Posting  
10 System (EPS) for posting and downloading HTML documents from an Internet web site. However, as illustrated below in FIG. 3A, the SEQ application and database may go beyond EPS and process identifying characteristics of merchants/service providers in order to put the customers into contact only with merchants/service providers having desired  
15 characteristics.

Fig. 1B illustrates a preferred embodiment of the system 100 which is used to process automated solicitations and responsive proposals. In this embodiment, prime-contractors 20 and subcontractors 10 are representative of the customers 10 and merchants/service providers 20, respectively. Prime-  
20 contractors 20 and subcontractors 10 are connected over Internet 5 with system 100. The system 100 includes the features described above including security features 50, scalable system architecture 55, virtual mall 60, system management and maintenance 95, catalog database 70, SEQ application and database 80 and IPPR application and database 75.

25 FIGS. 2A-2C are block diagrams illustrating the catalog database 70, SEQ application and database 80, and IPPR application and database 75 in a first preferred embodiment of the invention.

In the embodiment depicted in FIG. 2A, catalog database 70 is a subcontractor database that contains information pertinent to services  
30 provided by subcontractors 10 instead of the standard product catalog

described above. For each participating subcontractor 10, Standard Industry Classification (SIC) codes 66, labor categories 67, pricing information 68, preapproved terms 69, geographic data 71, biographical data 72, and socioeconomic data 73 may be accessibly stored. The information in catalog  
5 70 may advantageously be used as components of an identifier for each participating subcontractor 10 entity. The process of extracting an identifier is further explained below in conjunction with FIGS. 5A-5F.

As shown in FIG. 2B, SEQ application and database 80 is configured to receive solicitations from prime-contractors 20 and provide responsive  
10 proposals from subcontractors 10. Solicitations will generally be in the form of Statements of Work (SOW) and will be handled by SOW processor 81. The prime-contractor 10 submitting a solicitation would be required to upload his specifications for a particular project through user interface tools 84 onto the SEQ application and database 80. Generally, in order to upload such  
15 information, the prime-contractor 10 will use a secure access mechanism 84a such as a password.

In an exemplary embodiment, the uploaded prime-contractor project SOW contains technical specifications and data concerning parameters, conditions, legal components, physical attributes, network links, references,  
20 and technological and material requirements. From the ZIP code of the address of the project site and the SIC code of the project relating to the uploaded solicitation, the SOW processor 81 will automatically provide the prime-contractor 20 with information concerning the locality, jurisdiction, applicable codes and regulatory requirements, permit and licensing  
25 requirements, safety certifications, labor union requirements, applicable EPA regulations, contact and schedule data, tax, and city or county regulatory requirements.

SOW processor 81 automatically asks a series of questions to the prime-contractor 20 during the uploading process concerning the project and  
30 the prime-contractor's required qualifications of subcontractors 10 to be

solicited. SOW processor 81 also offers the prime-contractor 20 the option of requesting a quotation, a proposal, or a request for information in response to the solicitation from the solicited subcontractors 10.

5 If the SEQ application and database 80 comprises an Electronic Posting System (EPS) system, data storage means 83 will include prime-contractor postings 83a and subcontractor postings 83b. In its simplest form using the apparatus depicted in FIG. 2B, the method for acquisition of goods and services through categorized solicitations and restricted proposal responses uses an SEQ application and database 80 that is based on an  
10 electronic posting system. Each entity is able to securely access the system 200 through user interface tools 84. The method of using this system 100 is depicted in FIG. 4 and will be further described in conjunction with this figure.

As shown in Figure 2C, the IPPR database and application 75 of the first preferred embodiment preferably includes user interface tools 78 for  
15 receiving past performance information. Participating entities (such as a prime contractor 20) can access the IPPR application and database 75, generally with a password, to provide a report regarding the past performance of another participating entity (such as a subcontractor 10) or vice versa. These performance reports are stored in data storage area 77. The  
20 subcontractor performance reports are advantageously stored in area 77a and the prime-contractor performance reports are advantageously stored in area 77b. Subcontractors 10 and prime-contractors 20 may be given access to each other's performance reports as allowed and as necessary so that they may make informed choices.

25 The method for using the system of the first preferred embodiment is shown in FIG. 4. In step A100, a first entity accesses the SEQ page, preferably through the use of a password. In the prime-contractor 20/subcontractor 10 scenario, the first entity would typically be the prime-contractor 20. In step A102, the first entity 20 uploads the solicitation. The  
30 solicitation preferably includes point of contact (POC) data, an SOW, and



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response requirements. In step A104, the system 100 notifies all subcontractors 10 of the prime-contractor's solicitation. Preferably, the system uses an autoforward command to notify all subcontractors 10 by email of the solicitation. Any notified subcontractors 10 who are interested in responding can access the SEQ page in step A106, preferably with the use of a password. In step A108, interested subcontractors 10 are able to enter responses in accordance with the instructions contained on the SEQ page. In step A110, the prime-contractor 20 or first entity retrieves the responses. To aid in the decision making process, the prime-contractor 20 will be able to access the IPPR database in step A112. The prime-contractor 20 can access any information stored, which information might include a creditworthiness rating or reliability quotient. The prime-contractor 20 can also access catalog 70 to get any additional information not provided by the responding subcontractor 10 on the SEQ page. Finally, upon selecting a subcontractor 10, the prime-contractor 20 posts his selection to the SEQ page in step A114.

The method described in the previous paragraph is the simplest implementation of the method of the invention. A more advanced functionality includes features so that, upon receiving an automated solicitation, the system 100 automatically retrieves identifiers for each subcontractor 10, and provides the prime-contractor 20 with a listing limited to only subcontractors 10 whose identifiers are suited to the particular solicitation. This method is further described below in conjunction with FIGS. 5A-5E.

FIGS. 3A and 3B illustrate a second preferred embodiment of system 100 in which additional components are provided for SEQ application and database 80 and IPPR application and database 75. In the depicted embodiments, prime-contractors 20 and subcontractors 10 will not be required to sort through all postings. Instead the system 100 provides a sorting and searching function to limit the field of prospective prime contractor 20/subcontractor 10 matches. The system 100 performs this function by defining identifiers for each participating prime contractor 20 and/or

subcontractor 10 entity which may be accessed and compared to find an appropriate match.

As shown in FIG. 3B, IPPR application and database 75 includes user interface tools 78 and data storage area 77 as described in reference to the first preferred embodiment. However, storage area 77 additionally comprises a storage area for identifier components 77C. Additional provided components include identifier processing mechanism 79 and an update prompter 76. As will be more fully described in conjunction with the associated method, identifier processing mechanism 79 is able to extract information from submitted past performance reports to formulate a creditworthiness rating or a reliability index for a participating entity to be stored as an identifier component in storage area 77c. Periodically, update prompter 76 requests performance updates from participating entities involved in transactions with other participating entities. Processor 76 repeatedly makes the appropriate revisions to update the information in storage area 77.

As shown in FIG. 3A, SEQ application and database 80 of the second preferred embodiment has common components with those described in relation to the first embodiment including SOW processor 81, data storage area 83, and user interface tools 84. This embodiment of SEQ application and database 80 additionally comprises search engine 87 and identifier processing means 88. Based on the submitted SOW, the search engine is able to sort through information in catalog 70 and IPPR application and database 75 to extract an identifier for each subcontractor 10. Identifier processor 88 is able to compare the identifiers and select the most well suited subcontractors 10. Identifier processor 88 performs comparisons such that identifiers associated with solicitations will be matched only with identifiers which meet a threshold matching level. The method for using the system disclosed in FIGS. 3A and 3B is shown in FIGS. 5A-F.

Identifiers are automatically created by system 100 on a continuous basis. Figs. 5A-5C illustrate the creation of identifiers. Fig. 5A illustrates the main procedures involved in creating identifiers. In B100, prime-contractor 20 and subcontractor 10 information is assembled into catalog database 70. In  
5 B200, past performance data for each prime-contractor 20 and subcontractor 10 is stored in IPPR application and database 75. Fig. 5B illustrates the steps involved in assembling information for the identifiers in the catalog database 70. In step B102, system 100 requests information from participants. In step B104, the system 100 receives the input information and  
10 stores it in the catalog database 7 in step B106. Periodically, in step B108, the system 100 requests updates. If updates are available in step B110, the system 100 returns to step B104 to receive information.

Fig. 5C illustrates the details of B200. In B201, the system 100 processes a transaction between a prime-contractor 20 and subcontractor 10.  
15 Subsequently, in step B202, the system 100 requests information relating to the transaction from participating entities. In step B204, the IPPR database 75 receives the requested information through user interface tools 78. In step B205, the requested information received is processed by processor 79. The processing may include calculation of a creditworthiness rating or reliability  
20 quotient for each participating entity. In B206, processed information is stored in data storage section 77 of the IPPR 75. Processed prime-contractor 20 information is stored in section 77a and subcontractor 10 information is stored in section 77b. Identifier information such as calculated indices for each participating entity is stored in identifier storage area 77C. In step B208,  
25 additional information regarding each entity's performance in connection with the transaction is requested by update prompter 79. If information is available in step B210, the routine returns to the receiving information step B204.

After completing these procedures, the system 100 has stored sufficient information to retrieve identifiers for each participating entity.  
30 Identifiers may be comprised of varying combinations of the informational data stored in IPPR database 75 and catalog database 70 such as available

products/services, terms previously agreed upon, and the entity's creditworthiness rating.

Fig. 5D illustrates the method of the present invention using identifiers in order to avoid overloading prime-contractors 20 with unnecessary information. In step C100, the prime-contractor 20 uploads a solicitation to the SEQ page 80. The solicitation is processed by SOW processor 81 and stored in SOW data storage area 83 in the manner described above with reference to the EPS system. The process is shown in more detail in FIG. 5E. In step C100, the prime-contractor 20 accesses the SEQ application and database 80. In step C102, the prime-contractor 20 uploads building specifications and data. The prime contractor 20 may also specify certain requirements which must be met by subcontractor 10 submitting a solicitation in response to the prime contractor's request for solicitations. For example, the prime contractor 20 may specify: a set of core competencies which must be possessed by subcontractors 10 submitting solicitations, a set of acceptable terms and conditions which must be included in any solicitation, an acceptable number of available personnel for a specified labor category, minimum operating capital, minimum IPPR score, minimum Dun & Bradstreet rating and other similar parameters. In step C104, the SEQ application 80 provides any additional requirements. In step C106, the SEQ application 80 provides prompts to which the prime-contractor 20 responds. In step C108, the system 100 receives input responses from the prime-contractor 20. Finally, in step C110, the system 100 receives the prime-contractor 20's request, which may be a request for a quotation, for a proposal, or for other information.

Referring to FIG. 5D, in contrast to the EPS embodiment, in step C200, search engine 87 searches IPPR database 75 and catalog database 70 to retrieve identifiers of participating subcontractor 10 entities. In step C300, identifier processor 88 compares the retrieved identifiers with the solicitation requirements uploaded to the SEQ page 80. The comparison is illustrated in greater detail in Fig. 5F. Generally, for subcontractors 10, the

identifier processor 88 will determine in C301 if SIC codes match the SIC code requested in the solicitation. If SIC codes do not match, the identifier processor 88 will check for additional subcontractor entities. If the SIC codes match in C301, the processor 88 will determine in C302 if the subcontractor's labor categories match those included in the solicitation. If both pairs of SIC codes and labor categories match, the subcontractor 10 entity and its identifier will be recorded in C304. The processor 88 checks for additional entities having identifiers matching those included in the solicitation in C306. It is important to note, that other criteria could be selected as the matching criteria. FIG. 5F merely provides one embodiment.

Returning to FIG. 5D, in step C400, identifier processor 88 selects only those subcontractor entities having identifiers matching the identifiers included in the solicitation. Finally, in step C500, the soliciting prime-contractor entity is provided with the subcontractor entities selected through the matching step and their identifiers.

It will be apparent to those skilled in the art that various modifications and variations can be made in the system and method of the present invention without departing from the scope or spirit of the invention. Thus, it is intended that the present invention cover the modifications and variations of this invention provided they come within the scope of the appended claims and their equivalents.

**WHAT IS CLAIMED IS:**

1. An automated system for acquisition of goods and services through categorized solicitations and restricted proposal responses over a general purpose computer network, the system comprising:

5            host server means connected to said general purpose computer network for transmitting information to and receiving information from a plurality of participating entities;

             database server means, connected to said host server means, for transmitting information to and receiving information from said host server  
10       means, said database server means comprising,

             a past performance database for storing information regarding performance characteristics of participating entities,

             a catalog database for storing product and services information for participating entities,

15            a solicited electronic quotations application and database for facilitating entry of a request for products and services, comprising,

             a search engine for collecting information from the past performance database and the catalog database upon receipt of a solicitation, and

20            matching means for comparing performance characteristics stored in said past performance database of each of a plurality of participating entities responding to another participating entity's solicitation for products and/or services to predetermined performance characteristics established by said  
25       another participating entity in said solicitation..

2. The system of claim 1, wherein the catalog database comprises data pertaining to characteristics of a plurality of participating subcontractors.

3. The system of claim 2, wherein the data stored in said catalog database comprises SIC codes, labor categories, and pricing data for the goods and/or services.

5 4. The system of claim 1, wherein the solicited electronic quotations application and database comprises user interface tools including a password protection mechanism and an automatic forwarding mechanism.

5. The system of claim 1, wherein the solicited electronic quotations application and database comprises a statement of work processor.

10 6. The system of claim 1, wherein the solicited electronic quotations application and database comprises a data storage area for storing prime-contractor postings and subcontractor postings.

7. The system of claim 1, wherein the solicited electronic quotations application and database comprises a search engine for retrieving identifiers from the past performance database and the catalog database.

15 8. The system of claim 1, wherein the past performance database comprises user interface tools for facilitating entry of past performance reports.

20 9. The system of claim 8, further comprising an identifier processing means for processing input performance reports to create identifier components.

10. The system of claim 9, further comprises a data storage area for storing subcontractor performance reports, prime-contractor performance reports, and identifier components.

25 11. A method for selectively prompting proposals in response to an automated solicitation comprising the steps of:

(a) creating an identifier for each one of a plurality of participating entities, the identifier comprising multiple components;

(b) storing the multiple components of the identifier for each one of said plurality of participating entities in a past performance database and in a catalog database;

5 (c) uploading a solicitation from a first entity to a solicited electronic quotation application and database, said solicitation including an identifier for selection;

(d) comparing the identifiers stored in the past performance database for each one of said plurality of entities to the identifier of the first entity included in the solicitation;

10 (e) selecting a limited group of entities having identifiers that match with the identifier of the first entity included in the solicitation; and

(f) providing the first entity with the selected limited group of entities and their identifiers.

15 12. The method of claim 11, wherein the step of creating an identifier comprises recording performance characteristics of each one of the participating entities related to each past transaction conducted by the participating entity.

20 13. The method of claim 12, wherein the recorded performance characteristics comprise at least one of the products and services offered by a selling participating entity, products and services requested by a buyer entity, agreed upon terms and conditions for sale of products and/or services, and a creditworthiness rating.

14. The method of claim 11, wherein the step of uploading the solicitation comprises uploading a buyer's statement of work.

25 15. The method of claim 11, wherein the step of uploading the solicitation comprises accessing the solicited electronic quotations application



with a password; uploading specifications in response to prompts; and submitting a request for one of a quotation, a proposal, and information.

16. The method of claim 11, wherein the stored multiple components include for a participating entity SIC codes, past performance ratings, labor  
5 category codes, and price terms for sale of products and/or services.

17. The method of claim 11, wherein the step of comparing identifiers comprises searching for a participating entity having an identifier which includes a SIC code that matches an SIC code included in the identifier of the first entity, and labor categories that match the labor categories included in  
10 the identifier of the first entity.

18. The method of claim 17, wherein the step of comparing identifiers further comprises comparing indices stored in the past performance database for each of the participating entities to indices specified by the first entity in the solicitation.

15 19. A method for selectively prompting proposals in response to a solicitation comprising the steps of:

(a) permitting a first entity to access a solicited electronic quotation application and database with a password;

(b) uploading a solicitation from the first entity to the solicited  
20 electronic quotation application and database;

(c) providing the first entity with access to a past performance database, said past performance database including information regarding past performance characteristics of each of a plurality of participating entities, to assist in selection of a limited group of participating entities from among the  
25 plurality of participating entities;

(d) allowing the first entity to specify a set a parameters of performance characteristics in order to select said limited group of

participating entities from the plurality of participating entities to receive a solicitation;

(e) notifying the selected limited group of participating entities of the solicitation;

5 (f) allowing the selected limited group of participating entities to access the solicited electronic quotation application; and

(g) receiving and forwarding responses to the solicitation received from the selected limited group of entities to the first entity.

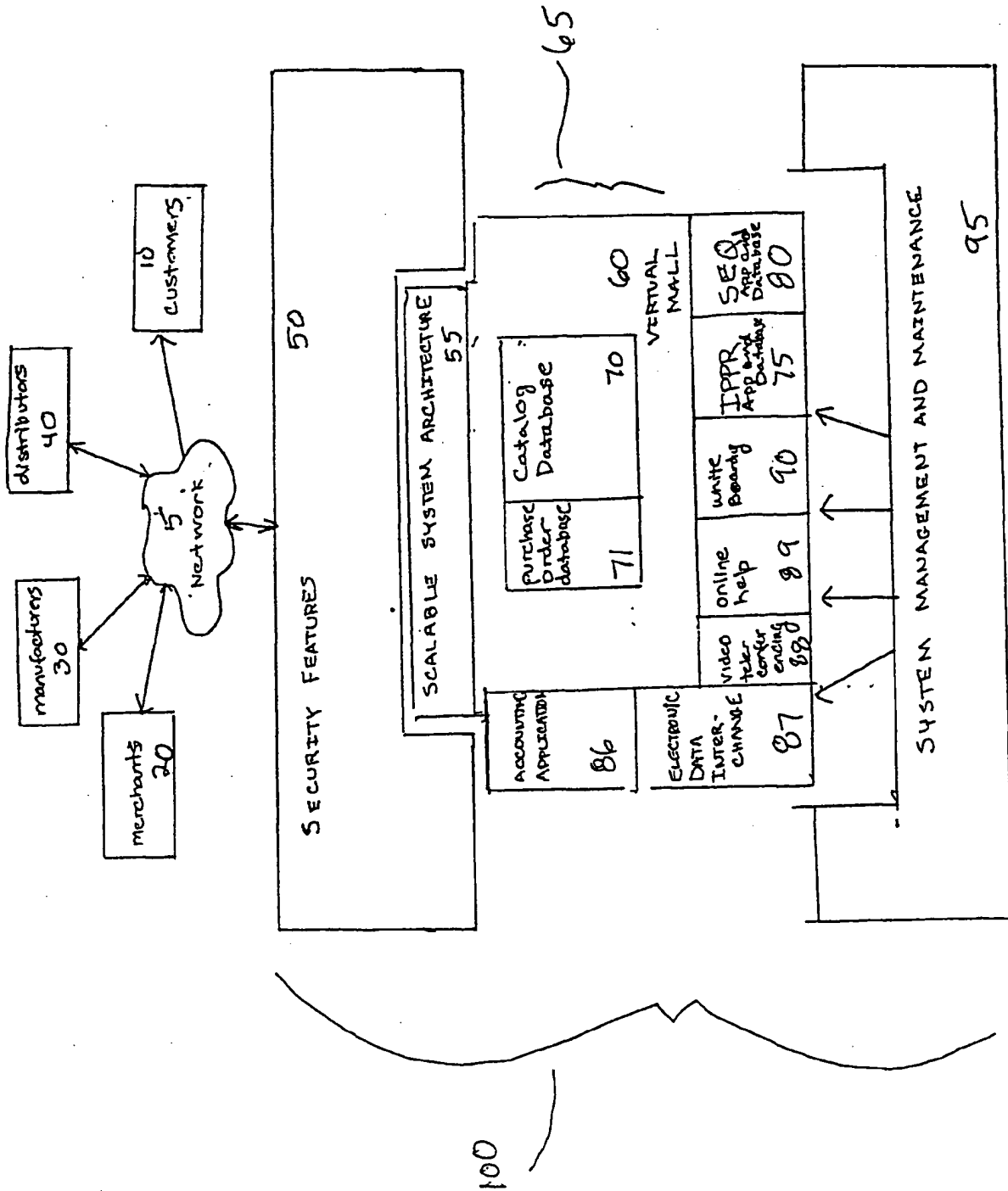


FIG 1A

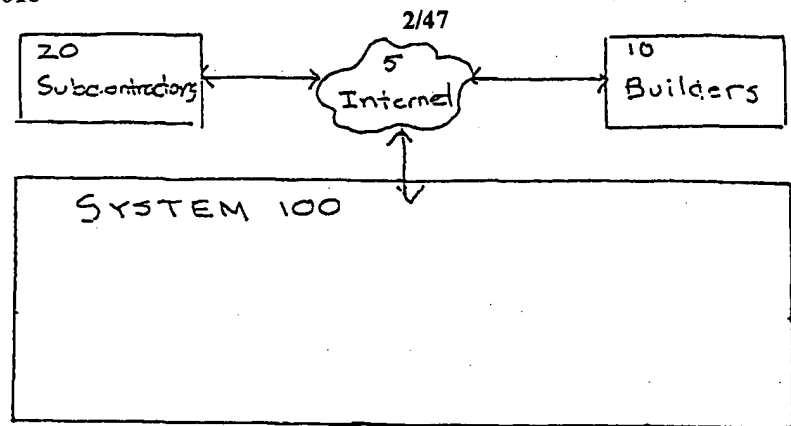


FIG 1B

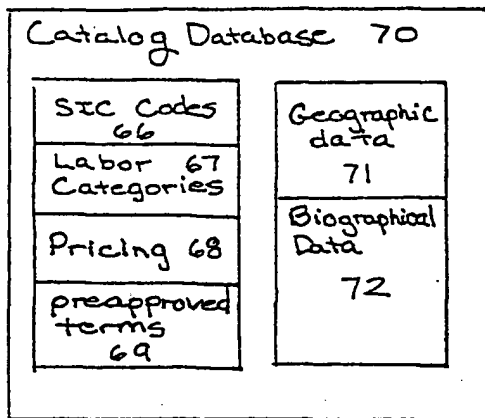


FIG 2A

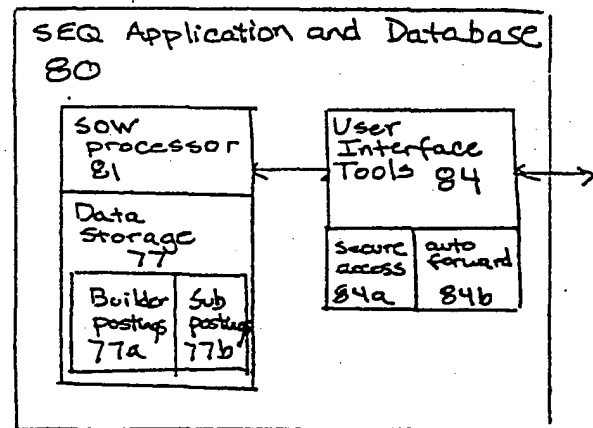


FIG 2B

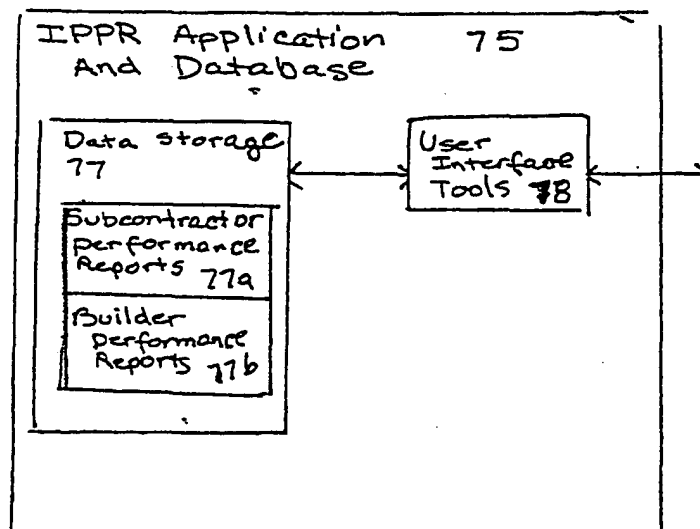


FIG 2C

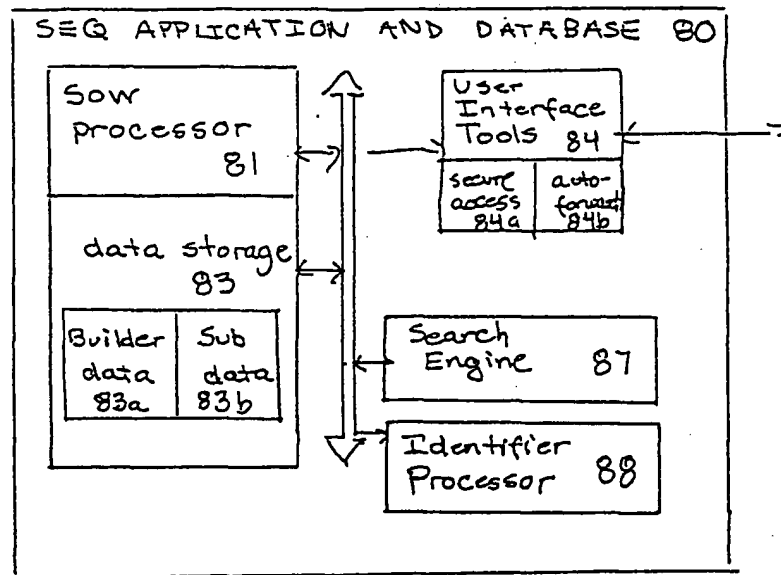


FIG. 3A

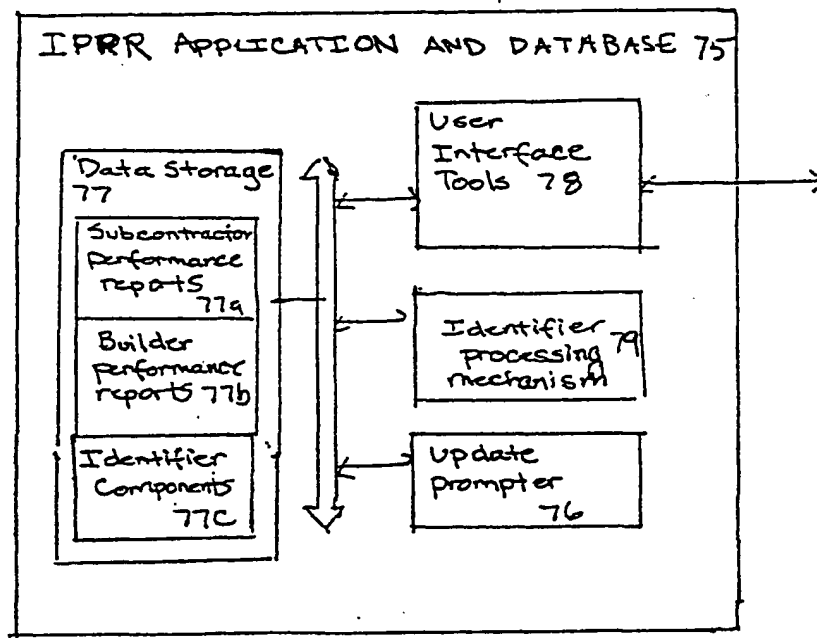


FIG. 3B

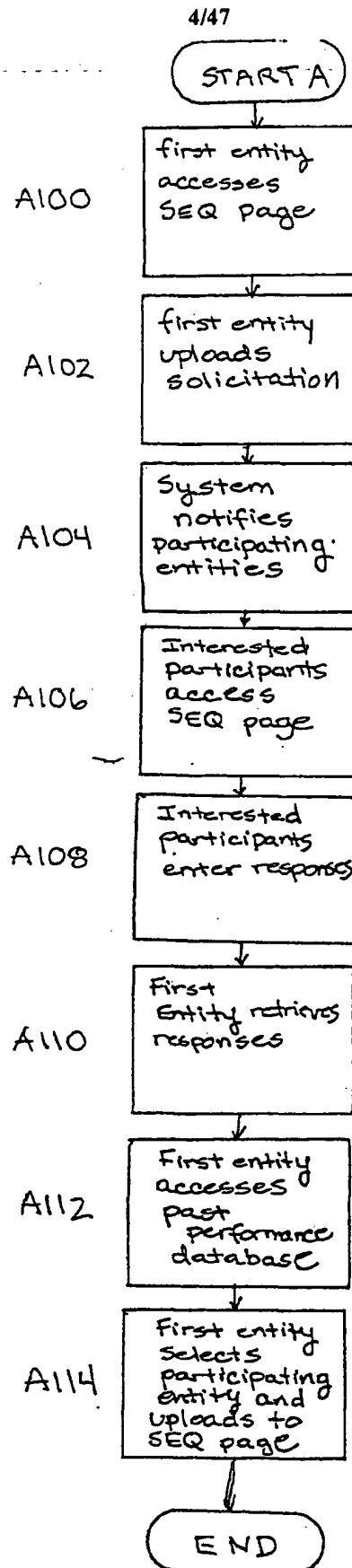


FIG 4

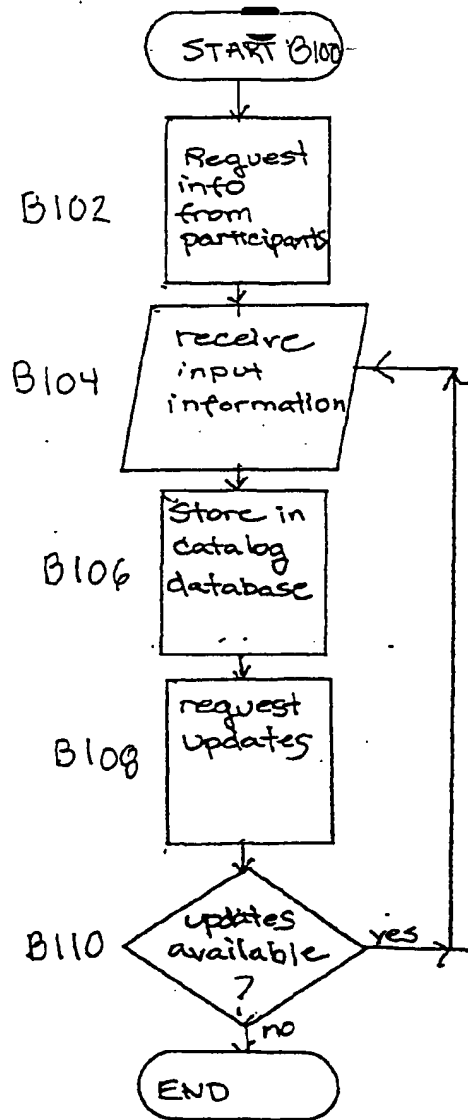


FIG 5B

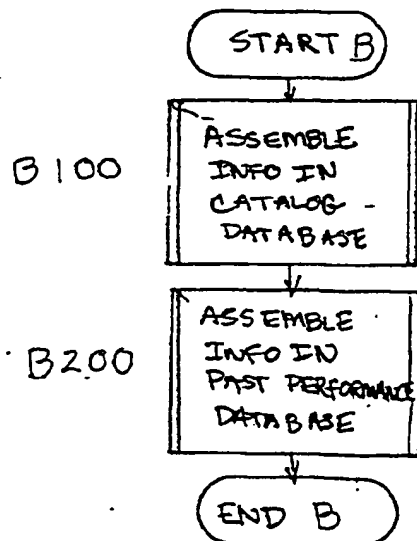


FIG 5A

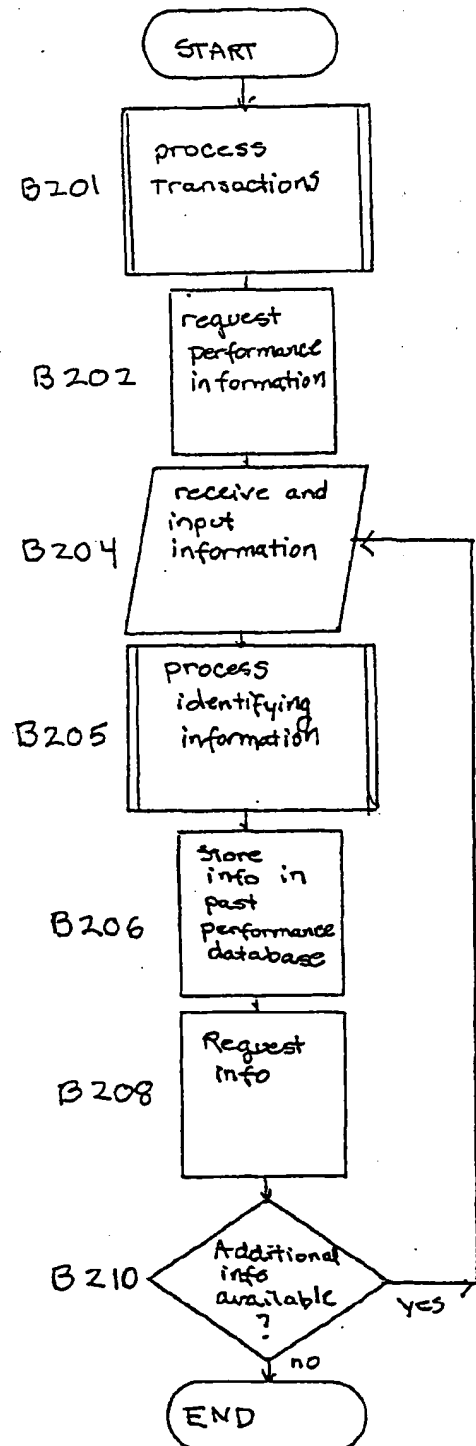


FIG 5C

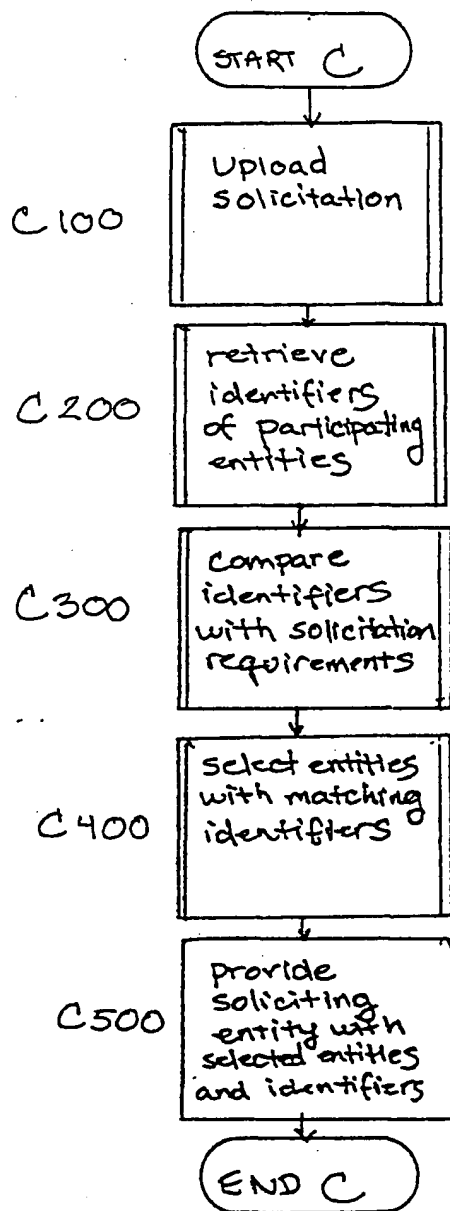


FIG. 5D



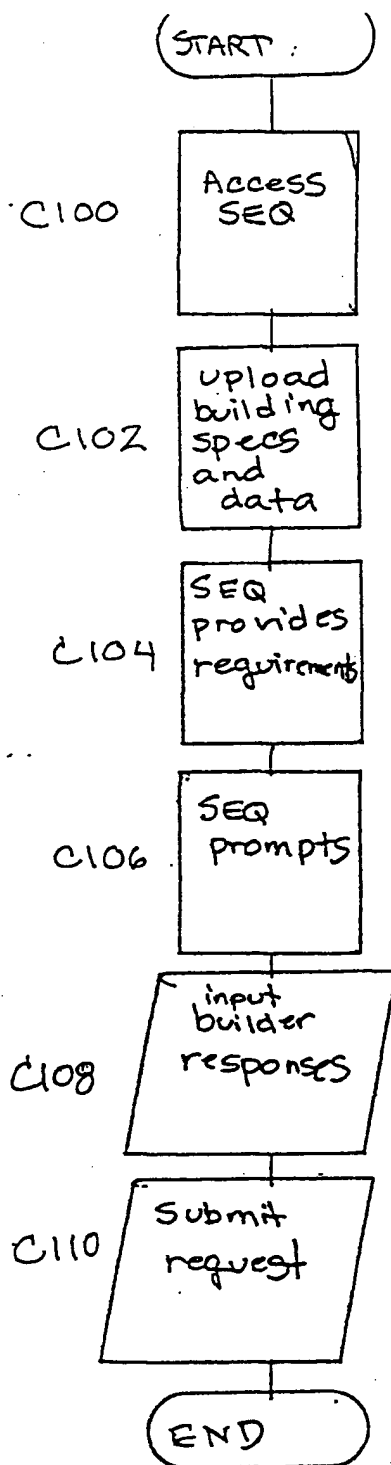


FIG 5E.

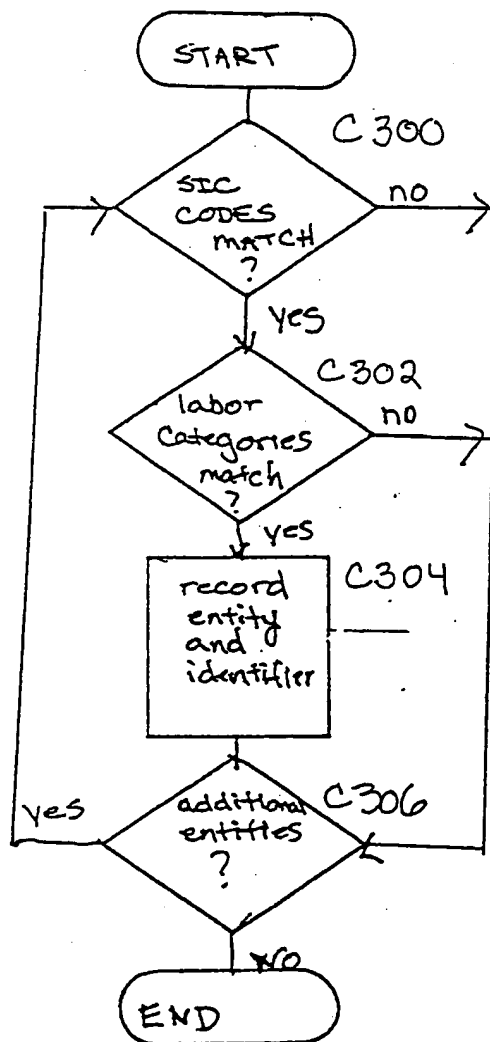


FIG. 5F

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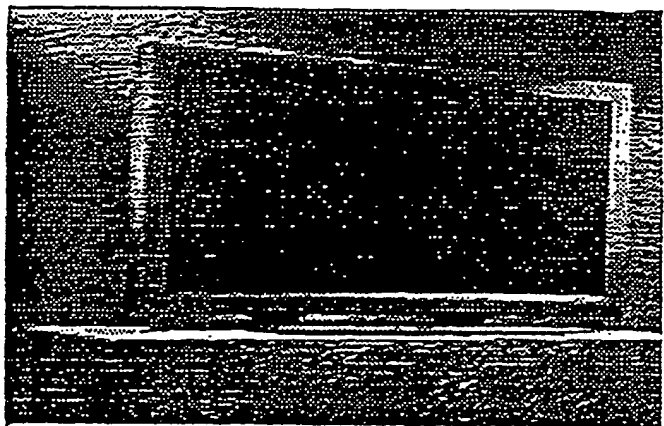
## ■ Products

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[Clone PC Configurator](#)

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[Credit Application](#)  
[Back Order Form](#)  
[Return Form](#)  
[Order Status/Tracking](#)  
[Return Policy](#)

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FIG. 6

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### Computer Search - Select By Manufacturer

Select from manufacturers below by selecting the first letter of the manufacturer name and choosing from the list below or return to Main Menu at any time.

A	B	C	D	E	F	G	H	I	J	K	L	M	N	O	P	Q	R
S	T	U	V	W	X	Y	Z	0	1	2	3	4	5	6	7	8	9

FIG. 7

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Enter one or more words to locate a product  or use P

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## Computer Search - Select By Manufacturer

Select from manufacturers below by selecting the first letter of the  
manufacturer name  
and choosing from the list below or return to [Main Menu](#) at any time.

<a href="#">A</a>	<a href="#">B</a>	<a href="#">C</a>	<a href="#">D</a>	<a href="#">E</a>	<a href="#">F</a>	<a href="#">G</a>	<a href="#">H</a>	<a href="#">I</a>	<a href="#">J</a>	<a href="#">K</a>	<a href="#">L</a>	<a href="#">M</a>	<a href="#">N</a>	<a href="#">O</a>	<a href="#">P</a>	<a href="#">Q</a>	<a href="#">R</a>
<a href="#">S</a>	<a href="#">T</a>	<a href="#">U</a>	<a href="#">V</a>	<a href="#">W</a>	<a href="#">X</a>	<a href="#">Y</a>	<a href="#">Z</a>	<a href="#">0</a>	<a href="#">1</a>	<a href="#">2</a>	<a href="#">3</a>	<a href="#">4</a>	<a href="#">5</a>	<a href="#">6</a>	<a href="#">7</a>	<a href="#">8</a>	<a href="#">9</a>
<a href="#">C D TECHNOLOGY</a>									<a href="#">COMPAQ - PORTABLE OPTIONS</a>								
<a href="#">CABLES TO GO</a>									<a href="#">COMPAQ - RETAIL</a>								
<a href="#">CABLETRON</a>									<a href="#">COMPAQ - RETAIL NO AUTH</a>								
<a href="#">CABLETRON - CABLES</a>									<a href="#">COMPAQ - SERVER OPTIONS</a>								
<a href="#">CABLETRON - NETWORK</a>									<a href="#">COMPAQ - SERVERS</a>								
<a href="#">CABLETRON SYSTEMS</a>									<a href="#">COMPAQ - SERVICES</a>								
<a href="#">CAERE</a>									<a href="#">COMPAQ - SERVICES SYSTEMS</a>								
<a href="#">CAERE - IMAGING</a>									<a href="#">COMPAQ - SMARTSTART</a>								
<a href="#">CAERE ACADEMIC</a>									<a href="#">COMPAQ - SMB</a>								
<a href="#">CAERE CORPORATION</a>									<a href="#">COMPAQ - SOFTWARE VLA</a>								
<a href="#">CAKEWALK MUSIC SOFTWARE</a>									<a href="#">COMPAQ - STORAGE</a>								
<a href="#">CALCOMP &amp; SUMMA</a>									<a href="#">COMPAQ - SUPPLIES</a>								

FIG. '8

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<u>CALCOMP (DIGITIZERS)</u>	<u>COMPAQ - WORKSTATIONS</u>
<u>CALLWARE TECHNOLOGIES</u>	<u>COMPAQ BUSINESS STORAGEWORKS</u>
<u>CAMBRIX PUBLISHING</u>	<u>COMPAQ ENTERPRISE STORAGE</u>
<u>CAMTECH C</u>	<u>COMPAQ GENICOM - PRINTERS</u>
<u>CANARY COMMUNICATIONS</u>	<u>COMPAQ NO</u>
<u>CANARY COMMUNICATIONS INC.</u>	<u>COMPAQ PD</u>
<u>CANON</u>	<u>COMPAQ-DESKTOPS EP SERIES</u>
<u>CANON - COPIER SUPPLIES</u>	<u>COMPAQ-IPG (NETWORTH)</u>
<u>CANON - DIGITAL CAMERAS</u>	<u>COMPATIBLE SYSTEMS</u>
<u>CANON - S/W PUBLISHING</u>	<u>COMPEX</u>
<u>CANON - SECOND SOURCE</u>	<u>COMPSTAR HR SOLUTIONS</u>
<u>CANON - SUPPLIES</u>	<u>COMPUCABLE MANUFACTURING</u>
<u>CANON CAM</u>	<u>COMPUCABLE MANUFACTURING GROUP</u>
<u>CANON COMPUTER (SUPPLIES)</u>	<u>CompUSA P</u>
<u>CANON COMPUTER SYS. INC.</u>	<u>COMPUTER ASSOC</u>
<u>CANON FAX</u>	<u>COMPUTER ASSOC - ENT LIC</u>
<u>CANON FAX SUPPLIES</u>	<u>COMPUTER ASSOC - LA/C</u>
<u>CANON NOT</u>	<u>COMPUTER ASSOC - LICENSE</u>
<u>CANON PRI</u>	<u>COMPUTER ASSOCIATES</u>
<u>CANON SOFTWARE PUBLISHING</u>	<u>COMPUTER ASSOCIATES - ADVANCED EDIT</u>
<u>CANON USA - DIGITAL CAMERAS</u>	<u>COMPUTER ASSOCIATES - ENTERPRISE</u>

FIG. 9

<u>CANON USA - PRINTERS</u>	<u>COMPUTER ASSOCIATES - LICENSING</u>
<u>CANOPUS</u>	<u>COMPUTER ASSOCIATES - MAINTENANCE</u>
<u>CARDINAL TECHNOLOGIES</u>	<u>COMPUTER ASSOCIATES - ING</u>
<u>CARDINAL TECHNOLOGIES INC.</u>	<u>COMPUTER CITY</u>
<u>CASADY &amp; GREENE</u>	<u>COMPUTERS AMERICA</u>
<u>CASADY &amp; GREENE ACADEMIC</u>	<u>COMPUTONE</u>
<u>CASE LOGIC</u>	<u>COMTROL</u>
<u>CASEEDGE INC</u>	<u>CONTROL CORP.</u>
<u>CASIO</u>	<u>CONCEPT KITCHEN</u>
<u>CASIO - SOFT</u>	<u>CONFIG 1</u>
<u>CASIO CAM</u>	<u>CONFIG 6</u>
<u>CASIO PDA</u>	<u>CONNECTIX</u>
<u>CASTELLE</u>	<u>CONNECTSOFT</u>
<u>CASTLEWOOD SYSTEMS</u>	<u>CONVERSATIONAL COMPUTING CORP</u>
<u>CE SOFTWARE</u>	<u>COOLER MASTER</u>
<u>CE SOFTWARE ACADEMIC</u>	<u>COPAM PDA</u>
<u>CEDCO PUBLISHING</u>	<u>CORE DYNAMICS CORPORATION</u>
<u>CENTAUR ACADEMIC MEDIA</u>	<u>COREL</u>
<u>CENTREPOINT TECHNOLOGIES</u>	<u>COREL - ACADEMIC</u>
<u>CENTURY SOFTWARE</u>	<u>COREL - ACADEMIC CHOICE LICENSING</u>
<u>CEQUADRAT USA INC</u>	<u>COREL - ACADEMIC FREEDOM LICENSING</u>
<u>CH PRODUCTS</u>	<u>COREL - ACADEMIC PRODUCT</u>
<u>CHARLES RIVER MEDIA</u>	<u>COREL - ACADEMIC UNIVERSAL LICENSIN</u>

FIG. 10

<u>CHASE RESEARCH</u>	<u>COREL - CORP CHOICE LICENSING</u>
<u>CHECK POINT SOFTWARE</u>	<u>COREL - CORP FREEDOM LICENSING</u>
<u>CHECK POINT SOFTWARE SERVICES</u>	<u>COREL - CORP UNIVERSAL LICENSING</u>
<u>CHINON CA</u>	<u>COREL - EXP LA</u>
<u>CHRONOS</u>	<u>COREL - FREEDOM LICENSE</u>
<u>CI DESIGN</u>	<u>COREL - LICENSE</u>
<u>CINEGRAM MEDIA</u>	<u>COREL - OEM</u>
<u>CIRQUE CORPORATION</u>	<u>COREL - PHOTO CD</u>
<u>CISCO SYS</u>	<u>COREL - UNIX</u>
<u>CITADEL TECHNOLOGY</u>	<u>COREL - WORDPERFECT</u>
<u>CITADEL TECHNOLOGY INC.</u>	<u>COREX TECHNOLOGIES</u>
<u>CITIZEN AMERICA</u>	<u>COREX TECHNOLOGIES (SCANNERS)</u>
<u>CITIZEN AMERICA CORP. PRINTERS</u>	<u>CORNERSTONE</u>
<u>CITIZEN SUPPLIES</u>	<u>CORNERSTONE IMAGING</u>
<u>CITRIX</u>	<u>CORTELCO KELLOGG</u>
<u>CITRIX - VLP</u>	<u>CORTEX SOFTWARE</u>
<u>CMS PERIPHERALS</u>	<u>CORTEXT LIMITED</u>
<u>CMS PERIPHERALS - DROP SHIP ONLY</u>	<u>COUNTERTOP - JAMES VIDEO</u>
<u>CNET INC.</u>	<u>CREATIVE LABS</u>
<u>CNET TECHNOLOGY</u>	<u>CREATIVE LABS - OEM</u>
<u>CNF INC</u>	<u>CREATIVE LABS - SPEAKERS</u>
<u>COBALT NETWORKS</u>	<u>CREATIVE WONDERS</u>
<u>COBALT NETWORKS INC</u>	<u>CREDIT &amp; DEBIT CONSULTANT</u>
<u>COGNOS</u>	<u>CROSS PEN COMPUTING GRP</u>

FIG. 11



<u>COLORSPAN</u>	<u>CROSS PEN COMPUTING/A T</u> <u>CROSS CO</u>
<u>COMDIAL</u>	<u>CRT MULTIMEDIA</u>
<u>COMDIAL CORPORATION</u>	<u>CRU</u>
<u>COMMAND</u> <u>COMMUNICATIONS</u>	<u>CRU - CONNECTOR</u> <u>RESOURCES</u>
<u>COMMAND TECHNOLOGY</u>	<u>CRYSTAL GRAPHICS</u>
<u>COMMODORE</u>	<u>CSI/SUTTLE APPARATUS</u>
<u>COMPAQ</u>	<u>CTL</u>
<u>COMPAQ - ASSEMBL TO</u> <u>ORDER</u>	<u>CTX</u>
<u>COMPAQ - CCP</u>	<u>CTX - SECOND SOURCE</u>
<u>COMPAQ - COMMERCIAL</u> <u>SOFTWARE</u>	<u>CTX INTERNATIONAL</u>
<u>COMPAQ - COMPONENTS</u>	<u>CTX NOTEB</u>
<u>COMPAQ - CONSUMER</u>	<u>CTX NOTEBOOKS</u>
<u>COMPAQ - CONSUMER</u> <u>SOFTWARE</u>	<u>CUBIC VIDEOCOMM INC</u>
<u>COMPAQ - CTO</u>	<u>CURTIS COMPUTER</u>
<u>COMPAQ - DESKTOP</u> <u>OPTIONS</u>	<u>CURTIS COMPUTER</u> <u>PRODUCTS</u>
<u>COMPAQ - DESKTOP PRNT</u> <u>SRV</u>	<u>CYBER ACOUSTICS</u>
<u>COMPAQ - DESKTOPS</u>	<u>CYBER POWER SYSTEMS</u>
<u>COMPAQ - EXP LA</u>	<u>CYBERCASH</u>
<u>COMPAQ - NETWORKING</u>	<u>CYBERMEDIA</u>
<u>COMPAQ - NOTEBOOKS</u>	<u>CYBEX COMPUTER</u> <u>PRODUCTS</u>
<u>COMPAQ - PALMTOPS</u>	

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FIG. 12

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[\[ Items in Same Category \]](#)

### Manufacturer: COMPAQ - WORKSTATIONS

Manuf Part #: 270187-B21

Our Part #: IM599143

Price: 31.11

Lease: 1.10

Weight: 0.75 lbs

Real time inventory is unavailable

Transit Times from Distribution Centers  
 Note: All orders under \$500 placed through the  
 Web Site will only be shipped from our Secondary

FIG. 13



[illegible]

104

Server: Minimum OS Version 1				Windows NT 3.51/4.0	
Client OS Supported				DOS Windows Windows NT Windows 95 Windows for Workgroups	
Client: Minimum OS Version 1				Windows 3.x, Windows NT 4.0	

Items By Same  
Manufacturer

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EXTERNAL 68/50 PIN ADAPTER SCSI ADAPTER

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FIG. 16

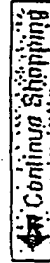
Part #	Price	Qty	Description	Category	Manuf #	Weight
IM506143	31.11	Yes	EXTERNAL 58/50 PIN ADAPTER SCSI ADAPTER		270187-B21	0.75 lbs
IM775435	33.60	Yes	AP400 FLOOR STAND KIT		354499-B21	0.65 lbs
IM204497	13.11	Changes	2-BUTTON OPAL MOUSE		143315-D21	0.10 lbs
IM776413	13.11	Yes	MOUSE 3-BUTTON PS2 DUAL CONNECTORS OPAL		269192-B22	0.75 lbs
IM204461	18.11	Changes	16MB MODULE ECC 100MHZ UNREG SDRAM		166615-B21	0.10 lbs
220954	62.29	Changes	10BT TO 10B2 COAX ADAPTER PRO WS XP1000	Media Converters/Modules/Chassis	388277-B21	1.00 lbs
220759	67.98	11	10K DRIVE COOLING KIT PRO WS AP500	Other	329294-B21	0.60 lbs
220751	67.98	2	10K DRIVE COOLING KIT PRO WS AP400	Other	329302-B21	2.00 lbs
IM776457	79.20	Yes	10K DRIVE COOLING KIT		329294-B21	0.54 lbs
IM776459	80.03	Yes	10K DRIVE MOUNTING/COOLING KIT (AP400)		329302-B21	2.00 lbs
213555	86.35	60	4MB UPGRADE PRO WS GLORIA SYNERGY+ AGP AP400	DIMMs	352436-B21	0.35 lbs
IM599114	89.10	Yes	16MB MODULE (ECC EDO (DIMM 60NS)) PROF WRKSTN		225481-001	0.45 lbs
IM599130	92.40	Yes	BOARD FOR WS6000		270188-B21	1.06 lbs
213405	93.35	Changes	8MB RAM UPG FOR MATROX G200 AGP PRO WS	8MB Upg/Compaq	204418-D21	0.20 lbs
213406	96.88	Changes	8MB RAM UPG FOR MATROX G200 PCI PRO WS	8MB Upg/Compaq	204417-D21	0.20 lbs
IM776428	98.45	Yes	4MB UPG FOR SYNERGY+		352436-B21	0.50 lbs
220718	99.14	Changes	5 DEVICE WSCSI INT CABLE PRO WS AP500 SP700	Drive	328955-B21	4.00 lbs
220719	99.14	Changes	4 DEVICE WSCSI INT CABLE PRO WS AP400 AP500	Drive	328913-D21	4.00 lbs
IM776446	101.18	Yes	SCSI OPTIONAL CABLE KIT		328955-D21	0.72 lbs
920841	101.97	Changes	ZIP 100MB ATAPI INT PRO WS	Up to 300MB	401475-D21	3.70 lbs

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Items In Same Category:  
EXTERNAL 68/50 PIN ADAPTER SCSI ADAPTER

FIG. 17

**Buy** this Product or **More** to My List.

Part #	Price	Qty	Description	Manufacturer	Manuf #	Wt
IM029032	1.50	Yes	WALLPLATE 1 PORT IVORY	CORTELCO KELLOGG	JE3001IV	0.3
IM029033	1.50	Yes	WALLPLATE 2 PORT IVORY	CORTELCO KELLOGG	JE3002IV	0.4
IM029034	1.50	Yes	WALLPLATE 3 PORT IVORY	CORTELCO KELLOGG	JE3003IV	0.0
IM029035	1.50	Yes	WALLPLATE 4 PORT IVORY	CORTELCO KELLOGG	JE3004IV	0.0
IM029036	1.50	Yes	WALLPLATE 6 PORT IVORY	CORTELCO KELLOGG	JE3006IV	0.0
IM029041	1.50	Yes	UNSHIELDED PLUG 8PBC 50UM GOLD 5-PK	CORTELCO KELLOGG	PR8850PK05	0.2
IM029042	1.50	Yes	BOOT LARG WITH LOCK PROTECTOR BLACK 5-PK	CORTELCO KELLOGG	SRV11BKP05	0.0
IM029043	1.50	Yes	BOOT LARG WITH LOCK PROTECTOR GREEN 5-PK	CORTELCO KELLOGG	SRV11GNPK05	0.0
IM029044	1.50	Yes	BOOT LARG WITH LOCK PROTECTOR YELLOW 5-PK	CORTELCO KELLOGG	SRV11YLPK05	0.0
IM029045	1.50	Yes	BOOT LARG WITH LOCK PROTECTOR IVORY 5-PK	CORTELCO KELLOGG	SRV11IVPK05	0.2
IM029046	1.50	Yes	BOOT LARG WITH LOCK PROTECTOR GREY 5-PK	CORTELCO KELLOGG	SRV11GYPK05	0.2
IM029047	1.50	Yes	BOOT LARG WITH LOCK PROTECTOR BLUE 5-PK	CORTELCO KELLOGG	SRV11BLPK05	0.0
IM029048	1.50	Yes	BOOT LARG WITH LOCK PROTECTOR RED 5-PK	CORTELCO KELLOGG	SRV11RDPK05	0.2
IM029049	1.50	Changes	DRIVE IMAGE PROFESSIONAL V3.01 1YR MAINT 5000 USER	POWERQUEST - VLA PROGRAM	DP3EN5000WSUP	0.0
IM104633	1.50	Changes	PROXY SERVER MAINTENANCE	NETSCAPE - LICENSING	112-09061-00A	0.0
IM104609	1.50	Changes	PROXY SERVER MAINTENANCE RENEWAL	NETSCAPE - LICENSING	112-09061-R-A	0.0
IM114514	1.50	Changes	IBM FLUSH MOUNT WALL JACK: 6- CONDUCTOR IVORY	WOODS INDUSTRY	33L4784	1.0
IM114549	1.50	Changes	IBM FLUSH MOUNT WALL JACK: 6- CONDUCTOR WHITE	WOODS INDUSTRY	33L4785	1.0
IM150752	1.50	Yes	OKIDATA MICROLINE 80/82 NYLON 172X10YDS X 5MIL PLA	NER DATA PRODUCTS	5-1022-02	1.0
IM1176315	1.50	Changes	UPPG DIRECTORY SER EXTRANET 4 1 LEVEL C \$50000-\$999	NETSCAPE - ALLIANCE	169-05491-00	0.0

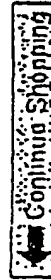
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## Related Information

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[ Items in Same Category ]

FIG. 18

Related Information  
EXTERNAL 68/50 PIN ADAPTER SCSI ADAPTER

**buy** this Product or **Save** to My List.

Related information may be found by viewing all products in same Department: . Or  
view all products in same Category: . Or view all products in same Subcategory: .

FIG. 19



FIG. 20

SEARCH OUR MALL of over 120,000 Products and Se  
 Enter one or more words to locate a product   or use P

## Shopping Cart

Description	Part#	Price	Qty	Amount
Computer: 18.2GB 1IN HD UCSCSI HD PRO WS/DESKTOP (COMPAQ - WORKSTATIONS) <input type="button" value="Delete"/> <input type="button" value="Inventory"/>	123968	\$814.61	<input type="text" value="1"/>	\$814.61
Computer: EXTERNAL 68/50 PIN ADAPTER SCSI ADAPTER (COMPAQ - WORKSTATIONS) <input type="button" value="Delete"/> <input type="button" value="Inventory"/>	IM599143	\$31.11	<input type="text" value="1"/>	\$31.11
Sub-total				\$845.72
Shipping by "Ground"				17.90
Shipping Options: <input type="text" value="Ground"/> <input type="button" value="Go"/>				
Tax (Resident of VA? <input type="radio"/> Yes <input type="radio"/> No)				0.00
Total				\$863.62
<input checked="" type="checkbox"/> <input type="button" value="Continue Shopping"/> <input checked="" type="checkbox"/> <input type="button" value="Print Page"/>				

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Enter one or more words to locate a product  Find or use [Power Search](#)



## Computer Search - Select By Department

Choose specific department from the menu below or return to [Main Menu](#) at any time.

Make Selection to Scroll to Major Department		
<a href="#">Accessories &amp; Supplies</a> (7745)	<a href="#">Chassis</a> (143)	<a href="#">Computers/Terminals</a> (2362)
<a href="#">Education</a> (1215)	<a href="#">Enhancement Products</a> (3257)	<a href="#">Input Devices</a> (892)
<a href="#">Memory</a> (5392)	<a href="#">Motherboards</a> (244)	<a href="#">Multifunctional De.</a> (33)
<a href="#">Network &amp; Communic.</a> (13135)	<a href="#">Power Equipment</a> (1996)	<a href="#">Premise Wiring &amp; R.</a> (2656)
<a href="#">Printed Information</a> (1707)	<a href="#">Printers &amp; Plotters</a> (558)	<a href="#">Services &amp; Agreements</a> (15072)
<a href="#">Software, Applications</a> (170)	<a href="#">Software, Communic.</a> (647)	<a href="#">Software, Systems</a> (139)
<a href="#">Storage Devices/En.</a> (4211)	<a href="#">Telephony</a> (514)	<a href="#">Video Adapters &amp; D.</a> (1131)

[Accessories & Supplies](#)  
[Cables & Connectors](#) (2223)  
[Camera Accessories](#) (150)  
[Carrying Case](#) (369)  
[Cases & Covers](#) (34)  
[CPU Mounting Kits & Accessories](#) (204)  
[Desk Accessories](#) (240)  
[Label Supplies](#) (63)  
[Media: Floppy Disks](#) (71)  
[Media: Optical Disks](#) (322)  
[Media: Removable Disks](#) (57)  
[Media: Tape Cartridges](#) (471)  
[Monitor Accessories](#) (113)  
[Notebook Accessories](#) (273)  
[Other Accessories & Equipment](#) (400)  
[Paper Supplies](#) (432)  
[Printer Accessories](#) (857)  
[Printer Supplies](#) (1089)  
[Scanner Accessories](#) (163)

FIG. 21.

Switches & Boxes (214)

TCP 1

## Chassis

Desktop (22)File Server (21)Full Tower (18)Mid Tower (42)Mini Tower (31)Rack Mount (9)

TCP 1

## Computers/Terminals

Desktop Computers (376)Handheld Computers/PDAs (45)Multiprocessor Systems (191)Notebook Computers (669)Rackmount Computers (80)Thin Clients/Terminals (221)Tower Computers (780)

TCP 1

## Education

On-Site Training (4)Self Study Courses (691)Training Courses (520)

TCP 1

## Enhancement Products

Adapters and Interfaces (505)Audio Output Devices (182)I/O Boards and Systems (591)Other Add-In Boards & Chips (23)Performance Enhancements (225)RAID Adapters (177)Sound & Multimedia (69)

TCP 1

## Input Devices

Audio Input Devices (38)Bar Code Scanners (14)Camera Imaging (96)Graphics Tablets (62)Image Scanners (232)

FIG. 22

26/47

Newboards and Keyboards (219)  
Pointing Devices (231)

---

TOP 1

Memory  
Generic Memory (597)  
Memory Boards & Chips (61)  
Other Add-In Boards & Chips (84)  
Proprietary/3rd Party Memory (4850)

---

TOP 1

## Motherboards

AT (12)  
ATX (136)  
BAT (33)  
EATX (5)  
FAT (2)  
LPX (0)  
MATX (51)  
NLX (4)  
WTX (1)

---

TOP 1

## Multifunctional Devices

Inkjet (13)  
Laser (20)

---

TOP 1

## Network &amp; Communications H/W

Bridges/Routers/Gateways (1753)  
Facsimile (22)  
Host Connectivity/Emulation H/W (174)  
Internet Server/Access Units (176)  
LAN Media Connectors (1020)  
Modems/Chassis/Terminal Adapter (999)  
Multi-Service Chassis (1389)  
Network Adapters/Interfaces (1915)  
Network Hubs and MAUs (1206)  
Network Repeaters (151)  
Network Switches/Chassis (1601)  
Peripheral Servers/Sharing Units (1092)  
Routing Switches (160)  
Satellite Communication Products (1)  
Test/Monitoring Equipment/Tools (222)  
WAN Communication Products (1301)

FIG. 23

---

Power Equipment  
Power Adapters (220)  
Power Conditioners (24)  
Power Isolators (5)  
Supplies & Batteries (849)  
Surge Suppressors (258)  
UPS Systems Line-Interactive (306)  
UPS Systems On-Line (270)  
UPS Systems Standby (63)

---

Premise Wiring & Rack Systems  
Bulk Cable and Accessories (179)  
Patch Cords & Finished Cables (860)  
Premise Wiring, Cables & Rack Systems  
(946)  
WAN I/F Cables (668)

---

Printed Information  
Books (1017)  
Documentation (374)  
Education Products (8)  
Graphics & Photo CDs (1)  
Manuals (303)  
Periodicals (3)

---

Printers & Plotters  
Copier (12)  
Dot Matrix Printers (143)  
Dye Sublimation Printers (4)  
Ink Jet Printers (76)  
Label Printer (50)  
Laser or LED Page Printers (282)  
Line Printers (99)  
Plotters (17)  
Solid Ink Printers (5)  
Thermal Printers (7)  
Video Printers (2)

FIG. 24

28/47

Services & Agreements  
Configuration Services (195)  
Hardware Maintenance Agreements (3395)  
On-Line Services (22)  
Program Fulfillment (240)  
Software Maintenance Agreements (12743)  
Technical Support Services (477)

---

TOP 1

Software, Applications  
Accounting (3)  
Business Productivity/Automation (9)  
CAD CAM (0)  
Charting and Forms (4)  
Contact Management (17)  
Database (9)  
Desktop Publishing (13)  
Document Imaging/Mgmt (25)  
Education (5)  
Eduainment (1)  
Entertainment (5)  
Fonts (3)  
Graphics (14)  
Home and Hobbies (2)  
Imaging (13)  
Integrated Applications (18)  
Mapping/Atlas Products (0)  
Multimedia Applications (6)  
Organization and Time Mgmt (15)  
Presentation Graphics (2)  
Reference (6)  
Screen Saver (0)  
Spreadsheets (0)  
Tax Preparation (0)  
Word Processing (0)

---

TOP 1

Software, Communications  
Communications (82)  
Communications Utilities (22)  
Computer to Computer Links (7)  
E-Mail (3)  
EDI (0)  
Electronic Software Distribution Systems (0)  
Fax (1)  
Gateways and Interfaces (112)  
Groupware (2)

FIG. 25

29/47

Internet Browser (1)  
Internet S/W and Utilities (40)  
Internet Server (1)  
Internet/Intranet S/W and Utilities (0)  
Intranet S/W and Utilities (2)  
Network Integrated Information System (1)  
Network Management and Utilities (181)  
Network Operating Systems (53)  
Network Resource Sharing (36)  
OCR (0)  
Remote Access (27)  
Remote Control (10)  
Speech Recognition (2)  
Telephony (6)  
Terminal Emulation (56)  
UPS Monitoring (2)

---

TOP 1

Software, Systems  
Anti-Virus (10)  
Application Development Tools (6)  
Backup Utilities (9)  
Compilers and Languages (8)  
Data Entry and Acquisition (2)  
Data Warehousing Software (0)  
Database Client (0)  
Database Drivers (5)  
Database Report Generators (0)  
Database Servers (Engines) (3)  
Decision Support Software (0)  
Drivers and Installation (6)  
File Management (6)  
Graphical User Interface (0)  
Menuing Systems (0)  
Multimedia Engines and Tools (0)  
Object Class Library (0)  
Operating Systems and Enhancements (20)  
Other Utilities (17)  
Printer Utilities (4)  
Programming Utilities (3)  
Protocol Stack Managers (5)  
Security and Auditing (22)  
System Management Tools (13)

---

TOP 1

Storage Devices/Enclosures  
Disk Arrays (45)

FIG. 26

30/47

Drive Enclosures (349)  
DVD Drives (70)  
External Hard Drives (9)  
Floppy Drives (74)  
Hard Drives (590)  
Notebook Hard Drives (1096)  
Optical and CD-ROM Drives (609)  
Portable Drives (248)  
Removable Drives (58)  
Servers (220)  
Tape Drives (743)

---

TOP 1

Telephony  
Audio/Video Conferencing (28)  
CTI Kits (93)  
Facsimile (24)  
Messaging (24)  
PBX (120)  
PC Based PBX (68)  
Software (25)  
Telephones (222)  
Voice Over IP (10)

---

TOP 1

Video Adapters & Displays  
Color Monitors (409)  
LCD Flat Panel Displays (94)  
Monochrome Monitors (5)  
Plasma Display (2)  
TouchScreen (10)  
Video Adapters/Accelerators (379)  
Video Projection Products (232)

---

FIG. 27



# SEARCH OUR MALL of over 120,000 Products and Services

Enter one or more words to locate a product   or use [Power Search](#)



## Computer Products Power Search

Enter one or more search values below or view [search examples](#).

Search Any Combination of Manufacturer, Description, Part #, Department:		
<input type="text"/>	<input type="button" value="Find"/>	<input type="button" value="Clear"/>
<b>Advanced Search Values</b>		
Manufacturer	All Manufacturers	<a href="#">SELECT MANUFACTURER</a>
Department	All Departments-All Categories	<a href="#">SELECT DEPARTMENT</a>
Manufacturer Part#	<input type="text"/>	
Our Part#	<input type="text"/>	
Price	Greater than <input type="text"/>	Less than <input type="text"/>
Sort Results By	• Price      Description	

FIG. 28

SEARCH OUR MALL of over 120,000 Products and Services

Enter one or more words to locate a product:  Find or use [Power Search](#)

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[Services](#)

[online8a.com](#) JUST ONE CLICK AND THE WORLD IS YOURS.

Computer Products Power Search Results  
vendor is "COMPAQ - WORKSTATIONS" and department is "All Categories/All SubCategories"

SEARCH RESULTS: 323 matches found. (Displaying results 1 through 150)

Click [Buy](#) to Add Item To Shopping Cart, Click [it](#) to Check Real-Time Inventory  
Click [it](#) for Product Information

FIG. 29

Quick Compare

Product Info

Inventory

Category

Save

Comparison Engine

To view products side-by-side, check off the products you want and press the "Show Comparison" button

Sort By

Font Size

Display Configurator

Exclude Possible Out of Stock Items

Part #	Qty	Description	Manufacturer	Unit
IM599143	Yes	EXTERNAL 5050 PIN ADAPTER SCSI ADAPTER	COMPAQ - WORKSTATIONS	2701
IM776435	Yes	AP400 FLOOR STAND KIT	COMPAQ - WORKSTATIONS	3544
IM204487	Changes	2-BUTTON OPAL MOUSE	COMPAQ - WORKSTATIONS	1433
IM776433	Yes	MOUSE 3-BUTTON PS2 DUAL CONNECTORS OPAL	COMPAQ - WORKSTATIONS	2691
IM204461	Changes	16MB MODULE ECC 103MHZ UNREG SDRAM	COMPAQ - WORKSTATIONS	1666
220964	Changes	100T TO 10B2 COAX ADAPTER PRO WS XP1000	COMPAQ - WORKSTATIONS	3882
220750	1	10K DRIVE COOLING KIT PRO WS AP500	COMPAQ - WORKSTATIONS	3292
220751	2	10K DRIVE COOLING KIT PRO WS AP400	COMPAQ - WORKSTATIONS	3293
IM776457	Yes	10K DRIVE COOLING KIT	COMPAQ - WORKSTATIONS	3292
IM776458	Yes	10K DRIVE MOUNTING/COOLING KIT (AP400)	COMPAQ - WORKSTATIONS	3293
215055	50	4MB UPGRADE PRO WS GLORIA SYNERGY - AGP AP400	COMPAQ - WORKSTATIONS	3524
IM599114	Yes	16MB MODULE ECC EDO (DIMM 60NS) FI PROF VYRKSTN	COMPAQ - WORKSTATIONS	2254
IM599130	Yes	DOARD FOIL W55600	COMPAQ - WORKSTATIONS	2701
215465	Changes	8MB RAM UPG FOR MATROX G200 AGP PRO WS	COMPAQ - WORKSTATIONS	2844
215496	Changes	8MB RAM UPG FOR MATROX G200 PCI PRO WS	COMPAQ - WORKSTATIONS	2844
IM776428	Yes	4MB UPG FOR SYNERGY	COMPAQ - WORKSTATIONS	3524
220718	Changes	5 DEVICE WSCSI INT CABLE PRO WS AP500 SP720	COMPAQ - WORKSTATIONS	3289
220719	Changes	4 DEVICE WSCSI INT CABLE PRO WS AP400 AP500	COMPAQ - WORKSTATIONS	3289
IM776446	Yes	SCSI OPTIONAL CABLE KIT	COMPAQ - WORKSTATIONS	3289
920841	Changes	ZIP 120MB ATAPI INT PRO WS	COMPAQ - WORKSTATIONS	4014

FIG. 30

Q P I C	BUY	\$102.05	IM204455	Changes	512MB UPG. MILLENNIUM G200 PCI	COMPAG - WORKSTATIONS	2944
Q P I C	BUY	\$102.05	IM204462	Changes	32MB MODULE ECC 100MHZ UNREG SDRAM	COMPAG - WORKSTATIONS	1666
Q P I C	BUY	\$103.00	920039	1	4 DEVICE ULTRA2 VSCSI INT CABLE PRO WS AP400 AP500	COMPAG - WORKSTATIONS	4017
Q P I C	BUY	\$103.00	920040	1	5 DEVICE ULTRA2 SCSI INT CABLE PRO WS AP500 SP700	COMPAG - WORKSTATIONS	4017
Q P I C	BUY	\$105.60	IM141800	Yes	5-DEVICE WIDE-ULTRA2 SCSI CABLE KIT (AP500/SP700)	COMPAG - WORKSTATIONS	4017
Q P I C	BUY	\$105.60	IM204483	Changes	SCSI CABLE KIT (AP400) 4 DEVICE WIDE ULTRA2	COMPAG - WORKSTATIONS	4017
Q P I C	BUY	\$105.00	IM1770447	Yes	4 DEVICE SCSI CABLE CONTROLLER	COMPAG - WORKSTATIONS	3289
Q P I C	BUY	\$107.25	IM204490	Changes	6MB SDRAM UPG MATROX MILLENNIUM G200	COMPAG - WORKSTATIONS	2044
Q P I C	BUY	\$111.10	IM550109	Yes	GLORIA-L PCI 2MD DRAM UPG	COMPAG - WORKSTATIONS	2701
Q P I C	BUY	\$112.20	IM550135	Yes	4MD UPG FOR MILLENNIUM 2 GRAPHICS CONTROLLER	COMPAG - WORKSTATIONS	2708
Q P I C	BUY	\$113.30	215053	2	64MB SDRAM DIMM AP400 AP500 SP700 PRO WS 100MHZ	COMPAG - WORKSTATIONS	3177
Q P I C	BUY	\$114.95	IM550137	Yes	16MB DIMM 1X 16:60 EDO F56600-0000	COMPAG - WORKSTATIONS	2701
Q P I C	BUY	\$116.00	IM141294	Yes	100MB IDE ZIP DRIVE FOR COMPAG	COMPAG - WORKSTATIONS	4014
Q P I C	BUY	\$121.23	220970	Changes	VIDEO CAPTURE PCI BOARD NT PRO WS XP1000	COMPAG - WORKSTATIONS	3002
Q P I C	BUY	\$130.30	215051	1	GLORIA SYNERGY - 2D-3D 2MB SDRAM PCI PRO WS	COMPAG - WORKSTATIONS	3275
Q P I C	BUY	\$130.35	IM776425	Yes	64MB MODULE REGISTERED SDRAM FOR WORKSTATION AP400	COMPAG - WORKSTATIONS	3177
Q P I C	BUY	\$132.00	IM204466	Changes	32MB MODULE ECC EDO 100MHZ 64MB DIMM 60NS	COMPAG - WORKSTATIONS	2718
Q P I C	BUY	\$138.23	220972	Changes	NTSC VIDEO CAMERA PRO WS XP1000	COMPAG - WORKSTATIONS	3002
Q P I C	BUY	\$141.35	IM776403	Yes	VIDEO CAPTURE PCI BOARD FOR WINDOWS NT FOR XP1000	COMPAG - WORKSTATIONS	3802
Q P I C	BUY	\$147.29	123566	Changes	64MB 100 MHZ UNBUFF. SDRAM PRO WS AP200	COMPAG - WORKSTATIONS	1540
Q P I C	BUY	\$151.80	IM776427	Yes	EISA GLORIA SYNERGY APG 4MB SDRAM GRAPHICS CONTROL	COMPAG - WORKSTATIONS	3275
Q P I C	BUY	\$152.06	124008	Changes	MATROX G200 VIDEO CARD REPLACES 1920831	COMPAG - WORKSTATIONS	1248
Q P I C	BUY	\$152.95	520834	Changes	MATROX MILLENNIUM G200 PCI 0MB	COMPAG - WORKSTATIONS	4025
Q P I C	BUY	\$157.15	215499	21	MATROX MILLENNIUM G200 AGP 0MB	COMPAG - WORKSTATIONS	2043
Q P I C	BUY	\$157.30	IM776401	Yes	WARRANTY UPG TO 3YRS CARRY IN ONGITE CPW 5000-6000	COMPAG - WORKSTATIONS	2694
Q P I C	BUY	\$169.40	IM141022	Changes	54MD 160MHZ UNBUFFERED SDRAM	COMPAG - WORKSTATIONS	1540
Q P I C	BUY	\$169.95	125973	Changes	PRO WS EISA SYNERGY 2 AGP GRAPHICS CARD 6MB	COMPAG - WORKSTATIONS	1033
Q P I C	BUY	\$173.00	IM204480	Changes	MATROX MILLENNIUM G200 AGP GRAPHICS CONTROLLER 0MB	COMPAG - WORKSTATIONS	2943
Q P I C	BUY	\$173.00	IM204493	Yes	MATROX MILLENNIUM G200 PCI	COMPAG - WORKSTATIONS	1248
Q P I C	BUY	\$181.50	IM550115	Yes	32MB MODULE (ECC EDO DIMM 60NS) F1 PROF WORKSTN 5	COMPAG - WORKSTATIONS	2264

FIG. 31

q n i c	Buy	\$ 106.05	123943	Changes	5X/32X DVD-ROM PRO WS EIDE	COMPAQ - WORKSTATIONS	4025
q n i c	Buy	\$ 187.00	IM204463	Changes	64MB MODULE ECC 100MHZ UNREG SDRAM	COMPAQ - WORKSTATIONS	1686
q n i c	Buy	\$ 103.05	IM204456	Changes	ELSA GLORIA SYNERGY II AGP	COMPAQ - WORKSTATIONS	1033
q n i c	Buy	\$ 195.80	IM141025	Changes	ELSA SYNERGY II AGP	COMPAQ - WORKSTATIONS	1033
q n i c	Buy	\$ 195.80	IM599166	Yes	GLORIA-XL 16MB DRAM UPG.	COMPAQ - WORKSTATIONS	2703
q n i c	Buy	\$ 202.01	220971	Changes	VIDEO CAPTURE PCI BOARD UNIX PRO WS XP1000	COMPAQ - WORKSTATIONS	3082
q n i c	Buy	\$ 215.05	IM141005	Changes	32X/EX DVD ROM DRIVE	COMPAQ - WORKSTATIONS	4025
q n i c	Buy	\$ 226.59	920030	Changes	1CH ULTRA2 SCSI PCI CONTROLLER PRO WS AP SPANISH	COMPAQ - WORKSTATIONS	1021
q n i c	Buy	\$ 233.20	IM776494	Changes	VIDEO CAPTURE PCI BOARD FOR UNIX FOR XP1000	COMPAQ - WORKSTATIONS	3002
q n i c	Buy	\$ 235.65	220969	Changes	GLORIA SYNERGY 2D/3D 8MB SGRAM PCI PRO WS	COMPAQ - WORKSTATIONS	4007
q n i c	Buy	\$ 239.80	IM599133	Yes	MATROX MILLENIUM-2 PCI 12MB VRAM GRAPHICS CONTROLLER	COMPAQ - WORKSTATIONS	2702
q n i c	Buy	\$ 242.00	IM204467	Changes	64MB MODULE ECC EDO BUFFERED DIMM 60NS	COMPAQ - WORKSTATIONS	2710
q n i c	Buy	\$ 244.75	IM599116	Yes	64MB MODULE ECC EDO DIMM 60NS) FI PROF WORKSTN 5	COMPAQ - WORKSTATIONS	2254
q n i c	Buy	\$ 244.75	IM776407	Yes	GLORIA SYNERGY PCI 8MB SGRAM GRAPHICS CONTROLLER	COMPAQ - WORKSTATIONS	2606
q n i c	Buy	\$ 249.25	215054	il	128MB SDRAM DIMM AP400 AP500 SP700 PRO WS 100MHZ	COMPAQ - WORKSTATIONS	3177
q n i c	Buy	\$ 250.05	IM599136	Yes	12MB VRAM MILLENIUM 2 UPG.	COMPAQ - WORKSTATIONS	2708
q n i c	Buy	\$ 260.70	IM141799	Yes	SYMBIOS WIDE ULTRA2 PCI SCSI CONTROLLER	COMPAQ - WORKSTATIONS	1021
q n i c	Buy	\$ 260.70	IM599140	Yes	PENTIUM PRO PROCESSOR BOARD FOR WS8000	COMPAQ - WORKSTATIONS	2702
q n i c	Buy	\$ 271.15	IM776474	Changes	ELSA GLORIA SYNERGY PCI 8MB SGRAM GRAPHICS CONTROL	COMPAQ - WORKSTATIONS	4007
q n i c	Buy	\$ 276.65	IM776426	Yes	128MB MODULE REGISTERED SDRAM FOR WORKSTATION AP400	COMPAQ - WORKSTATIONS	3177
q n i c	Buy	\$ 301.37	220952	Changes	W/ULTRA SCSI CONTR PCI PRO WS XP1000	COMPAQ - WORKSTATIONS	3082
q n i c	Buy	\$ 305.90	123965	Changes	128MB 100MHZ UNBUFF SDRAM PRO WS AP200	COMPAQ - WORKSTATIONS	1540
q n i c	Buy	\$ 308.17	215057	Changes	6:350 S-2K PROC OPT KIT PRO WS AP400 AP500	COMPAQ - WORKSTATIONS	3177
q n i c	Buy	\$ 308.17	215059	il	6:400 S12K PROC OPT KIT PRO WS AP400 AP500	COMPAQ - WORKSTATIONS	3177
q n i c	Buy	\$ 311.10	IM204464	Changes	128MB MODULE ECC 100MHZ UNREG SDRAM	COMPAQ - WORKSTATIONS	1668
q n i c	Buy	\$ 342.65	IM204479	Changes	CONTROLLER WIDE ULTRA SCSI PCI	COMPAQ - WORKSTATIONS	3082
q n i c	Buy	\$ 345.95	IM775423	Yes	PENTIUM 2 400/312K PROCESSOR P2 FOR CITY AP400	COMPAQ - WORKSTATIONS	3177
q n i c	Buy	\$ 347.60	IM141023	Changes	128MB 100MHZ UNBUFFERED SDRAM	COMPAQ - WORKSTATIONS	1540
q n i c	Buy	\$ 350.35	IM776422	Yes	PENTIUM 2 350/312K PROCESSOR P2 FOR CITY AP400	COMPAQ - WORKSTATIONS	3177
q n i c	Buy	\$ 376.75	IM204460	Changes	128MB MODULE ECC EDO BUFFERED DIMM 60NS	COMPAQ - WORKSTATIONS	2710

FIG. 32

Q P I C	Buy	\$302.94	622350	Changes	6.4 GB ULTRA ATA HDD AP250 AP100 PHOTO VHS	COMPAQ - WORKSTATIONS	3524
Q P I C	Buy	\$308.01	220946	2	128MB 100MHZ SDRAM DIMM KIT 4X32MB PRO VHS XP1000	COMPAQ - WORKSTATIONS	3882
Q P I C	Buy	\$308.01	220950	Changes	4.3GB ULTRA2 SCSI HD PRO VHS XP1000	COMPAQ - WORKSTATIONS	3882
Q P I C	Buy	\$411.27	216005	3	6450 512K PROC OPT KIT PRO VHS AP100 AP500	COMPAQ - WORKSTATIONS	3544
Q P I C	Buy	\$435.05	1M776463	Yes	3.5GB EIDE ULTRA-ATA 5300RPM AP250	COMPAQ - WORKSTATIONS	3524
Q P I C	Buy	\$436.19	220965	Changes	POWERSTORM 3030 GRAPHICS ADAPTER PRO VHS XP1000	COMPAQ - WORKSTATIONS	1027
Q P I C	Buy	\$437.80	1M764475	Changes	1GB EIDE IATA 7200RPM HARD DRIVE	COMPAQ - WORKSTATIONS	1274
Q P I C	Buy	\$450.45	1M599141	Yes	PENTIUM 2 PROCESSOR BOARD WITH 766MMH2PROC. 512K CA	COMPAQ - WORKSTATIONS	2702
Q P I C	Buy	\$450.45	1M599159	Yes	PENTIUM 2 266/612K PROCESSOR P2 EOL	COMPAQ - WORKSTATIONS	2893
Q P I C	Buy	\$453.20	1M776470	Yes	128MB SDRAM FOR XP1000	COMPAQ - WORKSTATIONS	3002
Q P I C	Buy	\$453.20	1M776402	Yes	1.3GB SCSI ULTRA2-WIDE IN 7200RPM XP1000	COMPAQ - WORKSTATIONS	3882
Q P I C	Buy	\$456.50	1M776445	Yes	AP P2-150 PROCESSOR FOR AP400 AND AP500	COMPAQ - WORKSTATIONS	3544
Q P I C	Buy	\$458.05	622402	Changes	SPACEDALL 4000 3D INPUT DEVICE PHOTO VHS	COMPAQ - WORKSTATIONS	1121
Q P I C	Buy	\$461.43	123907	Changes	TOWER TO RACK CONV KIT RM AP500 AP700 PRO VHS	COMPAQ - WORKSTATIONS	3305
Q P I C	Buy	\$468.35	218506	3	TOWER TO RACK CONV KIT PRO VHS 5000 AND 8000 KIT	COMPAQ - WORKSTATIONS	2702
Q P I C	Buy	\$476.30	220720	1	TOWER TO RACK CONV KIT AP500 SP700 PRO VHS RM KIT	COMPAQ - WORKSTATIONS	3305
Q P I C	Buy	\$477.95	1M204477	Changes	3.5GB EIDE UATA 7200RPM HARD DRIVE	COMPAQ - WORKSTATIONS	1247
Q P I C	Buy	\$506.71	1M599117	Yes	128MB MODULE IECC EDO DIMM (ONS) F. PROF WORKSTN	COMPAQ - WORKSTATIONS	2254
Q P I C	Buy	\$513.70	220952	Changes	1.3GB ULTRA2 SCSI HD 10K RPM PRO VHS XP1000	COMPAQ - WORKSTATIONS	3882
Q P I C	Buy	\$514.00	1M204470	Changes	2.1GB SCSI HARD DRIVE WIDE ULTRA IN	COMPAQ - WORKSTATIONS	2425
Q P I C	Buy	\$514.80	1M141029	Changes	RACK MOUNT CONVERSION KIT FOR AP500 AND SP700	COMPAQ - WORKSTATIONS	3305
Q P I C	Buy	\$514.80	1M599142	Yes	RACK MOUNT CONVERSION KIT FOR AP500 AND SP700	COMPAQ - WORKSTATIONS	2702
Q P I C	Buy	\$514.80	1M776440	Yes	RACK MOUNT CONVERSION KIT FOR AP500 AND SP700	COMPAQ - WORKSTATIONS	3305
Q P I C	Buy	\$521.40	1M141001	Changes	SPACEDALL 4000	COMPAQ - WORKSTATIONS	1121
Q P I C	Buy	\$540.65	1M776456	Yes	MAGELLAN SPACEBALL 3000 9-BUTTON SERIAL PHOTO-OPTI	COMPAQ - WORKSTATIONS	2093
Q P I C	Buy	\$552.20	1M204475	Changes	2.1GB SCSI HARD DRIVE IN	COMPAQ - WORKSTATIONS	3305
Q P I C	Buy	\$565.36	123909	Changes	2.31 ULTRA3 VSCS PCI CONTR PRO VHS DESKTOP	COMPAQ - WORKSTATIONS	1443
Q P I C	Buy	\$565.36	622400	Changes	1C11 MID ULTRA2 SCSI ARRAY CONTR PC/MYLEX PRO VHS	COMPAQ - WORKSTATIONS	4023
Q P I C	Buy	\$578.05	1M204472	Changes	4.3GB SCSI HARD DRIVE WIDE ULTRA 10K RPM IN	COMPAQ - WORKSTATIONS	3048
Q P I C	Buy	\$578.05	1M776479	Yes	4.3GB SCSI ULTRA-WIDE IN XP1000 1000RPM	COMPAQ - WORKSTATIONS	3882

FIG. 33

Q P I C	BUY	123075	Changes	256MB 100MHZ UNBUFF SDRAM PRO WS AP250	COMPAQ - WORKSTATIONS	1540
Q P I C	BUY	220960	Changes	WULTRA DIFFERENTIAL LVD SCSI CONTR PRO WS XP1000	COMPAQ - WORKSTATIONS	3882
Q P I C	BUY	IM204401	Changes	4.3GB SCSI WIDE ULTRA HARD DRIVE	COMPAQ - WORKSTATIONS	2843
Q P I C	BUY	IM141054	Yes	MYLEX ACCELERAD 150 ARRAY CONTROLLER	COMPAQ - WORKSTATIONS	4023
Q P I C	BUY	216802	7	256MB SDRAM CHIM AP405 AP500 SP700 PRO WS 100MHZ	COMPAQ - WORKSTATIONS	3177
Q P I C	BUY	IM141027	Changes	ULTRA3 DUAL CHANNEL SCSI CONTROLLER	COMPAQ - WORKSTATIONS	1443
Q P I C	BUY	IM509170	Yes	PENTIUM II 366/512K PROCESSOR P2	COMPAQ - WORKSTATIONS	2893
Q P I C	BUY	IM776461	Yes	2.1GB SCSI ULTRA WIDE 1IN 10K RPM I	COMPAQ - WORKSTATIONS	3363
Q P I C	BUY	123071	Changes	PRO WS 3DLABS OXYGEN GVX1 AGP GRAPHICS CARD	COMPAQ - WORKSTATIONS	1363
Q P I C	BUY	IM776432	Yes	256MB SDRAM FOR AP400	COMPAQ - WORKSTATIONS	3177
Q P I C	BUY	220951	Changes	9.1GB ULTRA2 SCSI HD PRO WS XP1000	COMPAQ - WORKSTATIONS	3882
Q P I C	BUY	IM141024	Changes	256MB 100MHZ UNBUFFERED SDRAM	COMPAQ - WORKSTATIONS	1540
Q P I C	BUY	IM204469	Changes	256MB MODULE ECC EDO BUFFERED DIMM 32NS	COMPAQ - WORKSTATIONS	2719
Q P I C	BUY	IM204400	Changes	CONTROLLER DIFFERENTIAL WIDE ULTRA SCSI PCI	COMPAQ - WORKSTATIONS	3882
Q P I C	BUY	920842	1	P2550 5.2K PROC OPT KIT PRO WS AP400 AP500	COMPAQ - WORKSTATIONS	1019
Q P I C	BUY	220957	Changes	4.8GB DAT INT TAPE DDS2 SCSI2 PRO WS XP1000	COMPAQ - WORKSTATIONS	3882
Q P I C	BUY	IM141826	Changes	3DLABS OXYGEN GVX1 AGP GRAPHICS CONTROLLER	COMPAQ - WORKSTATIONS	1363
Q P I C	BUY	IM509173	Yes	SPACEDALL 30 IN/UT DEVICE NALIA	COMPAQ - WORKSTATIONS	2993
Q P I C	BUY	IM776403	Yes	9.1GB SCSI ULTRA2 WIDE 1IN 7200RPM XP1000	COMPAQ - WORKSTATIONS	3882
Q P I C	BUY	IM134574	Yes	AP P2-500 PROCESSOR FOR AP400 AND AP500	COMPAQ - WORKSTATIONS	1019
Q P I C	BUY	220947	Changes	256MB 100MHZ SDRAM DIMM KIT 4X64MB PRO WS XP1300	COMPAQ - WORKSTATIONS	3882
Q P I C	BUY	IM134615	Yes	MATROX PRODUCTIVA G100 PCI MULTI-MONITOR I/O Q389	COMPAQ - WORKSTATIONS	1014
Q P I C	BUY	123060	Changes	19.2GB 1IN HD UC SCSI ID PRO WS DESKTOP	COMPAQ - WORKSTATIONS	1475
Q P I C	BUY	IM776400	Yes	P2-333 512K PROCESSOR BOARD 333/512 F.T PROF WORKSTA	COMPAQ - WORKSTATIONS	2606
Q P I C	BUY	IM776417	Yes	P2-333 512K PROCESSOR BOARD VMT2 PROCESSOR BOARD FOR CP	COMPAQ - WORKSTATIONS	2696
Q P I C	BUY	IM776409	Yes	P2-333 512K PROCESSOR FOR CPW 5100	COMPAQ - WORKSTATIONS	2690
Q P I C	BUY	IM509119	Yes	PI PRO 200 755K CACHE KIT WORKSTATION 5000	COMPAQ - WORKSTATIONS	2472
Q P I C	BUY	IM776471	Yes	256MB SDRAM FOR XP1000	COMPAQ - WORKSTATIONS	3087
Q P I C	BUY	IM141020	Changes	19.2GB SCSI ULTRA3 1IN HARD DRIVE	COMPAQ - WORKSTATIONS	1475
Q P I C	BUY	IM897292	Yes	POWERSTORM 333 AGP 16MB CORAM GRAPHICS CONTROLLER	COMPAQ - WORKSTATIONS	3287

FIG: 34

Buy	IM007295	Changes	POWERSTORM 330 PCI 15MB CORAM GRAPHIC CONTROLLER	COMPAQ - WORKSTATIONS	3177
Buy	IM204465	Changes	256MB MODULE ECC 100MHZ UNREG SDRAM	COMPAQ - WORKSTATIONS	1023
Buy	220953	2	9.1GB ULTRA2 SCSI HD 10K RPM PRO WS XP1000	COMPAQ - WORKSTATIONS	3082
Buy	IM204473	Changes	9.1GB SCSI HARD DRIVE WIDE ULTRA 1.6IN	COMPAQ - WORKSTATIONS	1998
Buy	523367	35	2/21GB DAT INT TAPE 4MM DDS3 SCSI TD (OPAL)	COMPAQ - WORKSTATIONS	2955
Buy	622399	Changes	P3550-512K PROC OPT KIT PRO WS AP400 AP500	COMPAQ - WORKSTATIONS	1362
Buy	IM204462	Changes	2 1GB SCSI WIDE ULTRA HD	COMPAQ - WORKSTATIONS	2942
Buy	IM599108	Yes	GLORIA-L 3D PCI GRAPHICS CONTROLLER FOR WORKSTATION	COMPAQ - WORKSTATIONS	2701
Buy	IM141797	Yes	PENTIUM P3-550/512K PROCESSOR FOR AP500	COMPAQ - WORKSTATIONS	1362
Buy	IM776480	Yes	9 10GB SCSI ULTRA2-WIDE 1IN 10K RPM XP1000	COMPAQ - WORKSTATIONS	3882

Next Page

FIG. 35



# SEARCH OUR MALL of over 120,000 Products and Services

Enter one or more words to locate a product:  Find or use Power Search

- Home
- Power Search
- Cart
- Checkout
- Manufacturer
- Departments
- Services

Email



This Page

## PRODUCT INFORMATION COMPARISON CHART

Quick Compare

NTL 24X7 S1 1000 SUPPORT

Items listed are priced within 25% in same category.  
This is a price comparison. Items may not be equivalent.

Product	0071	8071	8071	0071	0071
DESCRIPTION	NETSHIELD SECURITY STEEL 2001-3000 IN PERPETUUM NETWORK ASSOCIATED LICENSE NSPDRCTNA100P20	ACK-600-50X10-12 CONVERTIBLE FOR 10W ADAPTERS CONTROLLERS	ACK-600-50X10-12 CONVERTIBLE FOR 10W ADAPTERS CONTROLLERS	EDUCATIONAL INSTITUTE FOR DATA CHECK-2000	EDUCATIONAL INSTITUTE FOR DATA CHECK-2000
Manufacturer	NSP	ADAPTEC	ADAPTEC	GREENWICH MEAN TIME	GREENWICH MEAN TIME
Manufacturer Part#	244750	070267	070267	003779	003779
Price	29.45	29.44	29.44	29.44	29.44
Quantity	Changes	283	Changes	Changes	Changes
Weight	0.50 lbs	0.05 lbs	1.00 lbs	1.00 lbs	0.50 lbs
Manufacturer	Adaptec	Adaptec	Greenwich Mean Time	Greenwich Mean Time	Greenwich Mean Time
Carto Style	SCSI	SCSI	SCSI	SCSI	SCSI

FIG. 36

Cable Environment	Hard Drive	Tape Drive	CD-ROM Drive	Optical Drive
Internal/External	Internal	Internal	Internal	Internal
Length	1 in	1 in	1 in	1 in
Primary/Source Connector	(1) 68-Pin Socket Female	(1) 68-Pin Socket Female	(1) 68-Pin Socket Female	(1) 68-Pin Socket Female
Secondary/Device Connector	50-Pin Socket Female	50-Pin Socket Female	50-Pin Socket Female	50-Pin Socket Female
Number of Sec/Device Connector(s)	1	1	1	1
Cable Material/Characteristics	Shielded	Shielded	Shielded	Shielded
Misc. Features				
Software: Type				
License				
Number of Users				
Media Included				
Operating Systems Supported				
Minimum OS Version				
Description 1				
Description 2				
Description 3				
Description 4				
Description 5				
Minimum System RAM Required				
Required Equipment				

30

Server: OS Supported				Windows NT NetWare	
Server: Minimum OS Version 1				Windows NT 3.51/4.0	
Client: OS Supported				DOS Windows Windows NT Windows 95 Windows for Workgroups	
Client: Minimum OS Version 1				Windows 3.x, Windows NT 4.0	

FIG. 38

SEARCH OUR MALL of over 120,000 Products and Services

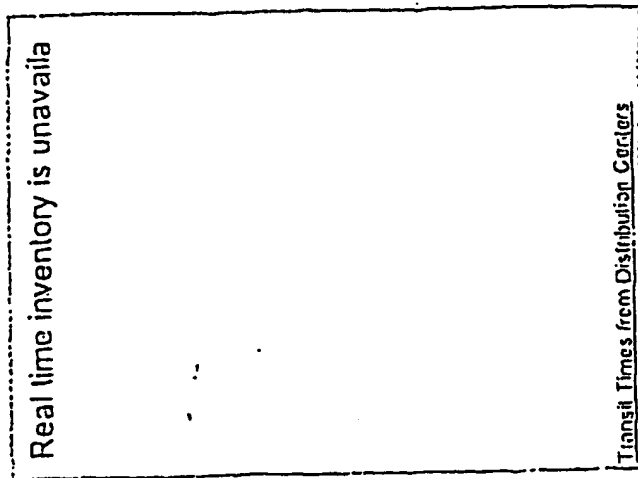
Enter one or more words to locate a product   or use [Power Search](#)

[Home](#)
[Power Search](#)
[Cart](#)
[Checkout](#)
[Manufacturer](#)
[Departments](#)
[Services](#)

REAL TIME INVENTORY For Our Part #: IM599143  
 EXTERNAL 68/50 PIN ADAPTER SCSI ADAPTER  
 Please wait while we check our current inventory.

Real Time Inventory is available from 9am to 5pm EST Monday through Friday.  
 (Current Time: 12:26 P.M. E.S.T. Monday, 11/08/1999 )  
[Transit Times from the Distribution Centers](#)

FIG. 39



Note: All orders under \$500 placed through the Web Site will only be shipped from our Secondary Distributor if our Primary Distributor is out of stock.

FIG. 40

## SEARCH OUR MALL of over 120,000 Products and Services

Enter one or more words to locate a product  Find or use Power Search

LABOR CATEGORY	GSA RATE PER HOUR
Project Manager	\$126.06
Software Developer	\$78.79
Training Specialist	\$131.31
Senior Network Engineer	\$105.05
Network Engineer	\$78.79
Jr. Network Engineer	\$68.28
Senior Communications Specialist	\$84.04
Applications Engineer	\$57.78

[Download GSA Contract](#)

FIG. 41

SEARCH OUR MALL of over 120,000 Products and Se  
Enter one or more words to locate a product  or use P

**Home** **Power Search** **Cart** **Checkout** **Manufacturer** **Departments**

## Final Checkout

### IF YOU KNOW YOUR PASSWORD

Email  Password

Ship To Address:  
(Sorry, no PO BOXES)

Company:

First  
Name:

Last  
Name:

Address:

City:

State:

Zip:

Work  
Phone:

Billing Address

If different from Ship to:

Company:

First  
Name:

Last  
Name:

Address:

City:

State:

Zip:

FIG. 42


E-mail /  
Password  
Email

Password      Re-enter password to confirm

Optional - Heard about us from:

Choose Salesperson: (If Known)      Choose Customer Type:

Corporate-Large ☒

Description	Part#	Price	Qty	Amount
Computer: 18.2GB 1IN HD UCSCSI HD PRO WS/DESKTOP (COMPAQ - WORKSTATIONS) [Delete]	123968	\$814.61	<input type="text" value="1"/>	\$814.61
Computer: EXTERNAL 68/50 PIN ADAPTER SCSI ADAPTER (COMPAQ - WORKSTATIONS) [Delete]	IM599143	\$31.11	<input type="text" value="1"/>	\$31.11
Sub-total				\$845.72
Shipping By "Ground"				17.90
Shipping Options: <input checked="" type="checkbox"/> Ground <input type="checkbox"/> <input type="checkbox"/> <input type="checkbox"/>				
Tax (Resident of VA? <input type="radio"/> Yes <input type="radio"/> No)				0.00
Total				\$863.62
				

### Payment Information

Enter credit card information below. We prefer Visa, MasterCard, American Express and Discover.

Credit Card Number

Expiration Date:

Bank Phone (From the back of  
your credit card):

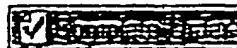
FIG. 43



To prevent credit card fraud all items we ship are traceable and we will prosecute any fraud. Orders must ship to the address where your credit card statement is sent to or to an address that is registered with your credit card issuing bank. If you do not enter the correct address, then we cannot process your order. To register an address with the issuing bank, just call the Customer Service number which is located on the back of your credit card. Thank You.

Ship all items together ☐

(Note: If above is checked nothing will ship until all items are in stock.)



Orders placed before 4:00 PM EST, Monday - Friday, will ship that day.

FIG. 44

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